Board of Trade Journal

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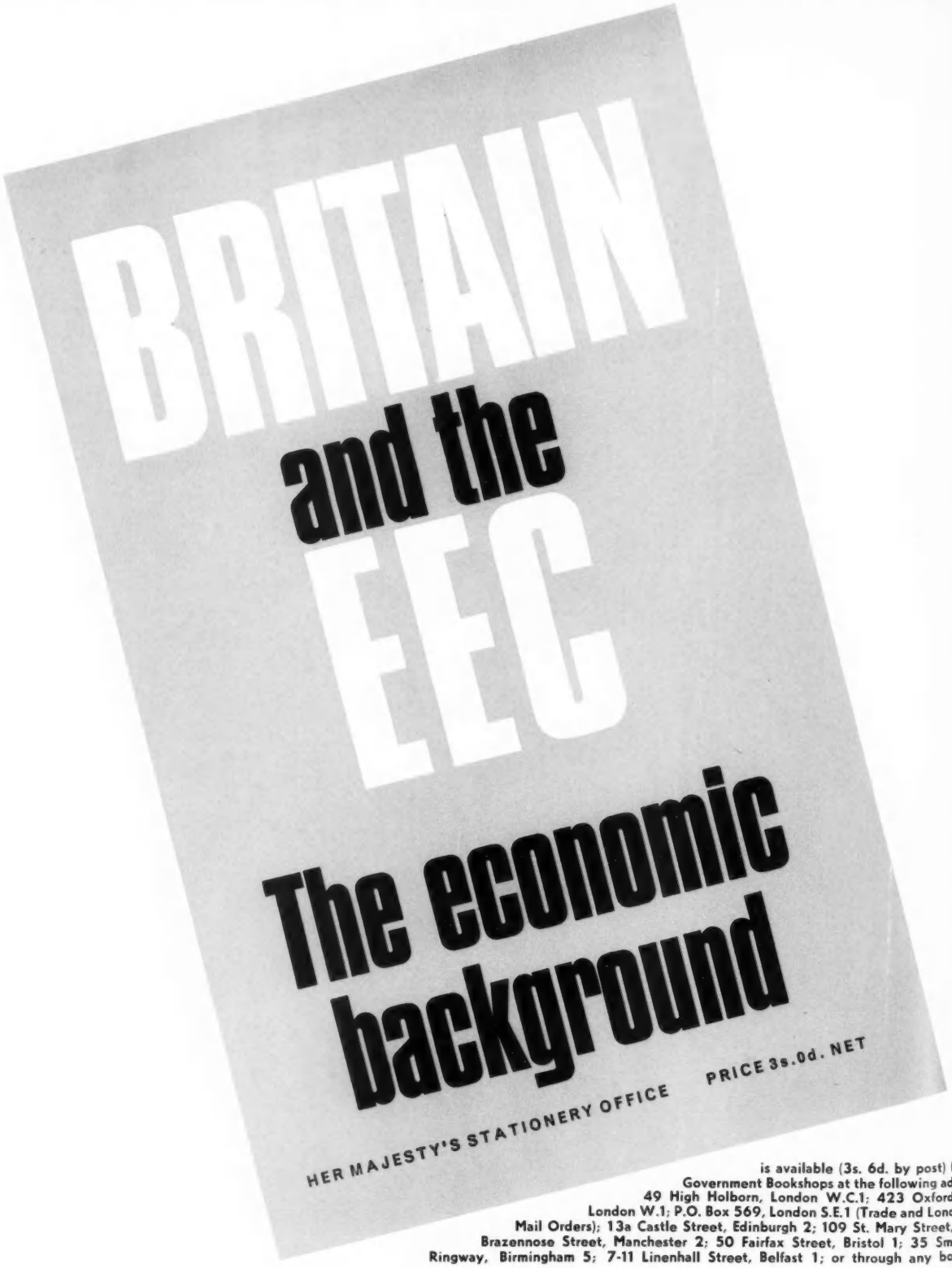

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Front cover photograph

Mr. Douglas Jay, President of the Board of Trade, officially opens the new £750,000 laboratory apparatus factory of James A. Jobling & Co. Ltd., the 'Pyrex' manufacturers of Sunderland, today (May 19). Illustration shows a borosilicate glass cylinder for use in photoprinting machines. These cylinders must be of high optical quality, fabricated to precise limits. Jobling supply the principal photoprinting machine manufacturers in the United Kingdom, and also provide cylinders to a dozen different overseas countries including those in the EEC, EFTA, and the Commonwealth. It is anticipated that during 1967 there will be a further increase in sales to European markets due to specific sales-promotion activities aimed directly at European photoprinting machine manufacturers. Last year one half of photoprint cylinder sales went to export markets.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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„Export? Natürlich wissen wir alles über export."

"Eksportacion? Natyrisht ju dini mire çdo me thane eksportacion."

ወደ ፡ ውጭ ፡ አገር ፡ ስለማኩ ፡ የንግድ ፡ ልቃዎች? ከዎ ! ስለኑሱማ ፡ በጣም ፡ እርውቃለን !

«الصادرات ؟ بالطبع اننا نعرف كل شيء عن الصادرات.»

রপ্তানী ? অবশ্য আমরা ইহা সম্বন্ধে সব কিছু জানি ।

"Износ? Разбира се че знаем всичко по износа".

ထုတ်ကုန်လဲ။ ထုတ်ကုန်အကြောင်းနှင့် ပတ်သက်လျှင် ကျွန်ုပ်တို့ ကျွမ်းကျင် နိုင်နင်းပါသည်။

对外贸易?当然我們知道有关对外貿易的一切。

„Exportovat? Ovšem, že víme vše o exportu."

„Eksport? Vi ved naturligvis alt om eksport."

"Export? Natuurlijk weten wij alles af van export."

Cárraí ag dul amach ó'n dtír? Tá an-eolas againn air gcaoi gur gnó atá aʼ dul amach ó'n dtír!!

„Eksport? Meie teame, mis puutub eksporti."

"Veivoli ki vanua tani? E kilai deivaki tu vei keimami na sala ni veivoli ki vanua tani."

"Vientiä? Tietenkin tiedämme kaiken viennistä."

„Export? Uiteraard weten wij er alles van!"

ᎷᎷᏭᏛᏁᏍᏆᏂᎴᏂ? ᎠᏍᏆᏂᎷᎷᏭᏛᏁᏍᏆᏂᎴᏂᎠᏍᏆᏂᎦᏚᏂᎴᏂᏗᏍᏆᏂᏓᏅᏖᏗᏁᏍᏆᏂᎴᏂᎤᏂᏲᏎᎮᏍᏆᏂᎴᏂ᏶

"Reic do thirean eile? Gu dearbh's aine dhuinn na h-uile mu dhéibhinn reic do thirean eile."

"ΕΞΑΓΩΓΕΣ; ΑΣΦΑΛΩΣ ΞΕΡΟΥΜΕ ΤΟ ΠΑΝ ΓΙΑ ΤΙΣ ΕΞΑΓΩΓΕΣ."

માલની નીકાસ? ખરેખર પ્રદેશ ખાતે માલ ની નીકાસ બાબત અજાને અનુભવ છે

"Ciniki da kasashen waje? Mu ne muka nakalci sha'anin ciniki da kasashen waje."

« ¿Exportaciones? Claro que sabemos de exportaciones ¡Lo sabemos todo! »

"Exporter? Cela n'a pas de secret pour nous!"

विदेशों मे व्यापार? अवश्य हम इसे भली प्रकार समझते हैं।

„Export? Természetesen mindent tudunk az exporttal kapcsolatban."

"Útflutningur? Auðvitað vitum við allt sem viðkemur útflutningi."

輸出ですつて?もちろん輸出のことなら何んでもどうぞ。

"Barang2 ekspot? Kami memang menjadi ahli dalam hal mengekspot barang2."

"יצוא?במובן· אנחנו יודעים הכל על אודות "יצוא·

„Eksport? Naturligvis vet vi alt om eksport."

ਪਰਦੇਸਾਂ ਨਾਲ ਵਪਾਰ? ਸਾਨੂੰ ਇਸ ਬਾਰੇ ਸਭ ਪਤੈ।

«صادرات؟ البته از صادرات اطلاع کامل داریم.»

„Eksport? Oczywiście my wiemy wszystko o eksporcie."

"Exportação? Mas concerteza, nós sabemos tudo sobre exportações.,,

„Exporturi? Fireste stim totul despre exporturi."

«Экспорт? Конечно, мы знаем всё, что касается экспорта!»

„Izvoz? Naravno da znamo sve o izvozu."

يارڤ٢ اكلسفوت؟ كامي منيڤ منجادي اهلي دالم حال مڤا كسفوت يارڤ٢

"Export? Visst vet vi allt om export!"

ஏற்றுமதியா? அதைப்பற்றி எங்கருக்கு எல்லாம் தெரியுமே.

"สินค้าออกน่ะหรือ แน่นอนเรารู้ทุกอย่างเกี่ยวกับสินค้าออก"

"İhracat mı dediniz? Siz onu bize sorun, biz ihracat işinin erbabıyız."

دساور سے تجارت ؟ ھیں اسکے بارے میں سب پتہ ھے

"Allforion? Wrth gwrs mi wyddom y cyfan am allforion."

« Esportazioni? Certo, sappiamo tutto sulle esportazioni! »

National Provincial Bank

TRADING WITH 'THE SIX' – 5

Exporting to France

by F. C. Everson, CMG, Minister (Economic) at HM Embassy in Paris

Previous articles in this series were on Italy (March 17), The Netherlands (March 31), Luxembourg (April 14) and Belgium (May 5)

BRITISH EXPORTERS who are trying to plan their production and sales programmes for the next year or two must now take into account the Government's application to join the Common Market. Within the Community itself the last slice of the tariff on goods passing between Common Market countries will be swept away on July 1, 1968. There will remain differences in internal taxes, which will entail the collection at the frontiers of compensating imposts, but these too may be got rid of, through the harmonization of taxes on the added value system, by 1970. If Britain becomes a member of the Community the level of trade between the United Kingdom and France under such conditions will be very much higher than at present. It would, I suggest, be reasonable to suppose that it would approach the level of trade between Germany and France since the Federal Republic is a country whose industrial power is comparable with that of the United Kingdom. German exports to France are four times our own.

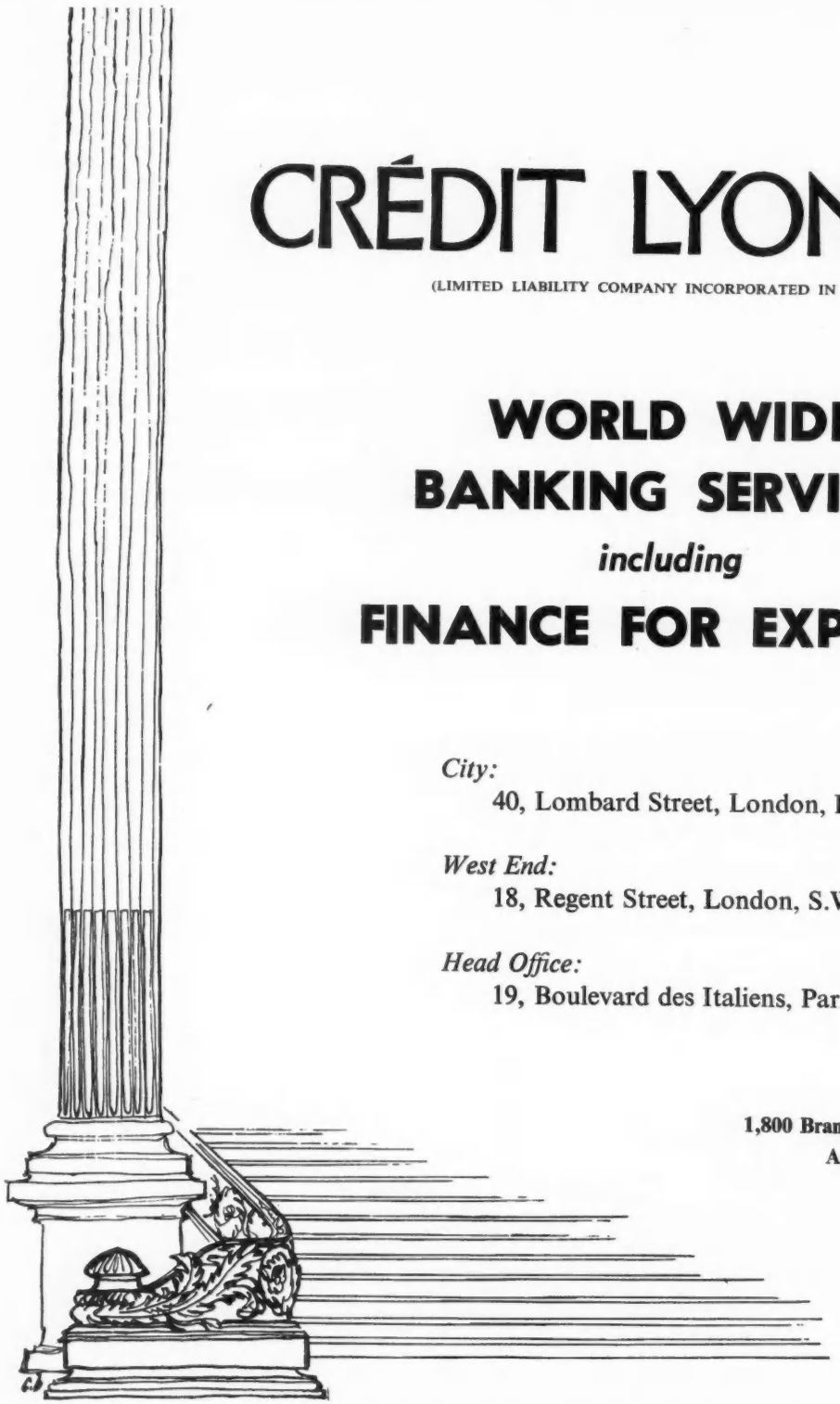
But whatever the outcome of the decision to approach the Community there remain excellent opportunities for enterprising exporters in the French and other Community markets, and it is all to the good that the Government's new initiative has created a fresh interest in trading with the Common Market countries.

The Call Export Intelligence advertisements and the activities of the Export Council for Europe supported by British Chambers of Commerce in the Common Market countries have played their part in persuading British exporters to take a new look at the EEC markets. Special efforts have been made to encourage British exporters to show their wares on the Continent. We have had a series of British Weeks in Düsseldorf, Amsterdam, Milan and, last year, Lyons. Now it is the turn of Brussels. These British Weeks help British exporters, particularly of consumers' goods, to establish themselves in new markets or to expand in countries where they are already selling.

In Lyons for 10 days last October we had nearly 700 shops selling British goods. A count taken in advance of the Week revealed only 50 shops that stocked any British merchandise. The Week in Lyons, was a powerful publicity attack on a new market, aiming at putting British consumers' goods on sale at the points of sale in the shop windows. The campaign comprised a series of events, some demonstrably commercial, others of a social, cultural or sporting nature, designed to bring Britain before the people of the Lyons region as a source of supply. It is not to be expected that all the retail outlets which sold British goods during this period of an intensive publicity drive will continue to do so, but preliminary soundings of the outcome of the Week have thrown up some encouraging reports and we can be confident that when the results of the surveys, some of which are being made independently, are

(*Continued on page* 1269)

A consignment of loose boxes, made by Harlow Bros. of Long Whatton, leaving the firm's works en route to France.



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available, it will be found that a town where British goods were formerly almost unknown will have become a substantial market for them.

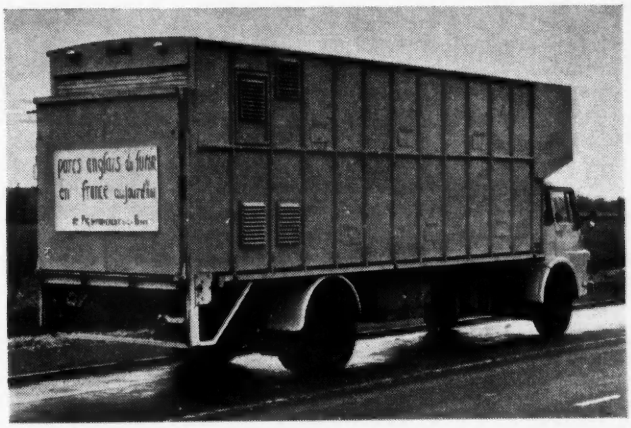
The drum that we beat in Lyons has been heard elsewhere in France. British Shopping Weeks have been generated by local enthusiasm in other French towns. These Weeks, though on a much less elaborate scale than Lyons, nevertheless put British goods into shop windows in places where our penetration has hitherto been inconsiderable. Weeks took place in Caen at the beginning of March and at Metz at the end of that month. We expect that there will be spontaneous requests for more Weeks of this sort from other French towns, and we are now preparing one in Strasbourg.

British Weeks serve mainly to stimulate sales of consumers' goods. At the British Week in Lyons, and at some of the previous Weeks, an attempt was made to include arrangements for manufacturers of capital equipment to call attention to their wares. The 'centrepiece' which the Board of Trade organized at the Lyons Week included for the first time a Pavilion of Technology which appealed to the growing interest of the French public in technical progress at the level of the man in the street. It was a great success and attracted a constant flow of visitors. Certain British firms established in France were asked to present 'technological features'. These took the form of small exhibitions, demonstrations, lectures or film shows and were presented with the object of bringing advanced developments in technology to the notice of invited expert groups.

Much is to be gained by paying more attention to our sales of capital goods in France. They constitute a greater proportion of our exports than consumers' goods. The Embassy in Paris is making a fresh examination of the French market's requirements for capital goods and of the purchasing procedures of public authorities and large private concerns. It is rare for public tenders to be invited by a French authority. Large organizations build up lists of suppliers known to be qualified to supply their needs. A British firm which wishes to have the opportunity of quoting for the requirements of a large French organization must therefore get its name included in the list of qualified suppliers. To do this it is necessary to make application and to support that application with evidence of capacity to supply the goods to the French customer's specification. Some large French undertakings even inspect the works of their French suppliers; this is not done where the supplier is a foreign firm but equivalent guarantees of the supplier's capability is required.

Many British exporters are aware of this system, have become known as suppliers of the French market and are included when invitations to tender go out. But large undertakings tell the commercial services all too often that the main reason why they do not buy much from Britain is that few British firms approach them.

There is undoubtedly scope for a considerable increase in sales of sophisticated equipment to France. France is not industrially under-developed. Run-of-the-mill machinery, unless it has been long established with customers in France or has the edge over competitors in quality, is not likely to find an easy market since it will be up against the tariff discrimination in favour of suppliers in countries which are members of the European Economic Community. But firms which are in the forefront of technological development in their particular line of business have good chances of doing business in France. Great emphasis is now placed on bringing French industry up-to-date; mergers are the order of the day, the objective being not mere size but rationalization and the devotion of greater resources to research and development. Re-equipment has been encouraged by fiscal measures. British firms which are already well established in the French market have well filled order books for 1967. Those who now think of entering the market for the first time have two main courses open to them: they can either make arrangements with a French firm for co-production, including sale of licences, or they can start off with the conventional practice of selling their equipment in France through an agent. Good agents willing to take on the representation of firms which have something novel to offer can still be found. The Embassy would particularly welcome visits from the representatives of British exporters of such equipment. Newcomers to the market can benefit from the accumulated knowledge which is available in the Export Services Branch of the Board of Trade and can also be recommended, where appropriate, to make use of official financial assistance in undertaking market research, in organizing missions to or from France to establish new connections, or in participating in the French technical fairs.



This transporter, a revolutionary air-conditioned luxury coach for bacon pigs, has transported the first load of parent stock from the Pig Improvement Company of Abingdon to a new multiplying unit producing Camborough hybrids in France. Similar journeys by conventional vehicles can involve farmers in substantial losses from weight shed by the animals on the journey. But the secret of this new British transporter is in the design of the vehicle, and in particular in its air-conditioning. The wellbeing of the cargo depends largely on the scentifically computed 'air ration' provided for each pig by the 24-inch fans produced by Plannair Limited of Leatherhead.

It is not really surprising to find that it is the old, experienced exporters who pick up most benefit from special events such as British Weeks. They know the ways of the market, they have the habit of putting their correspondence and their sales literature into French, they manufacture to continental standards, they use metric measurements and they avoid delays in despatch and transport. But the special events such as Weeks, Fairs and Missions, can be of great utility to newcomers as an introduction to the market. The first step is, as always, to inquire at the Board of Trade's Regional Office for the information which is readily available there. This preliminary exploration of the market involves little expense and avoids wasting effort on a futile attempt to break into the market if the conditions are unfavourable. The office will in case of need obtain complementary information from the commercial officers in France, and if all goes well they will eventually introduce the new exporter to potential agents, distributors or customers in France.

It is all to the good that British exporters should establish effective selling arrangements in the French market without delay. They will then be the more ready to take advantage of the benefits which Britain's entry into the European Economic Community should bring.

What of conditions in France itself? France is a good, if rather choosy market. The country is prosperous – a country of rapid growth and of expanding incomes. The industrial production index increased by 6 per cent in 1966 over 1965. The French Government's stabilization plan, which checked the growth of consumer markets in 1965, has imposed a measure of stability on the price index. Retail prices have increased by less than 3 per cent per annum over each of the last two years. Wages have increased twice as fast, so that there has been an increase in purchasing power. Recently published OECD figures show that the national money income per head is higher in France than in Britain and is increasing more rapidly. It is characteristic of highly developed industrial societies that their demand for consumers' goods not only increases but becomes more diversified: this in turn means a more than

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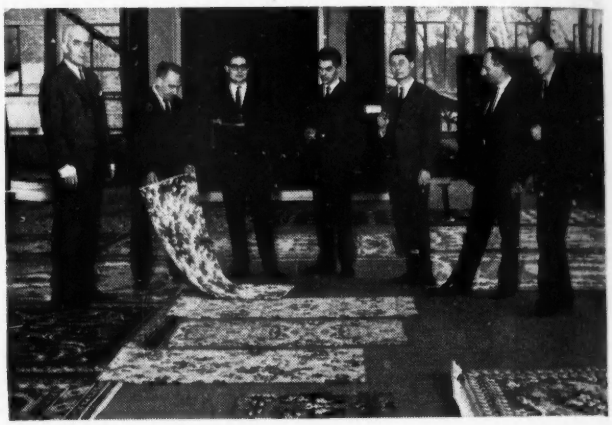
proportionate increase in the demand for imported items, both consumers' goods and capital equipment. In the recent past British exports to France have indeed increased rapidly – by 9 per cent in 1965 and by 11 per cent in 1966 – but total French imports have been increasing faster than that; the British share of the French market has slowly been declining.

Competitors from other countries which face the same tariff discrimination as British exporters such as Sweden and Switzerland, have done better in the past two years than the United Kingdom; their exports to France have increased by a greater percentage. But it is to be expected that the current restriction of demand in the United Kingdom will lead to an improvement in deliveries to the French, as to other markets, and a more rapid expansion of our exports to France can be expected in 1967.

If British exporters are to take full advantage of this opportunity they must continue to improve their export services. Most of the complaints about British exporters still relate to broken delivery promises and to unwillingness to use continental weights and measures. Inaccuracies in the preparation of invoices and customs documents have been causing a good deal of trouble. But more and more British exporters are beginning to realise that the preparation of all the documentation that goes into exporting, correspondence, agency agreements, trade literature and invoices, is well worth a good deal of care.



Messrs. d'Isidoro, Bourquin and Daub of CNA Tapis SA, Carpet Trades Limited's sole distributors in France, visited the company in Kidderminster recently. During their two-day stay they discussed with the directors and members of Carpet Trades' export team details of ranges to be offered in France during 1967.

While the prosperity of France has enabled us to sell substantially more, tariff discrimination in favour of the Common Market partners has meant that the French have tended to draw an increasing share of their imports from those countries. If Britain joins the Common Market the abolition of tariffs on British exports to France will reverse this trend and open up great opportunities for British manufacturers on equal terms with the then members of the European Economic Community.

Meanwhile the Kennedy Round of tariff negotiations is approaching its conclusion.* At the time of writing we have good reason to expect that the outcome will be substantial reciprocal cuts in tariffs between all the negotiating partners including the European Economic Community and the United Kingdom. We may, therefore, hope that in the outcome the Kennedy Round will lead to a significant reduction in French tariffs on British goods, offer British exporters new opportunities in the French market, and help them to build up their organization for trade with France so as to be well placed to take full advantage of the vast opening up of the continental market that would follow from a successful approach to the European Economic Community.

* See communique, page 1275.

(*Continued on page* 1273)

Market Leaders

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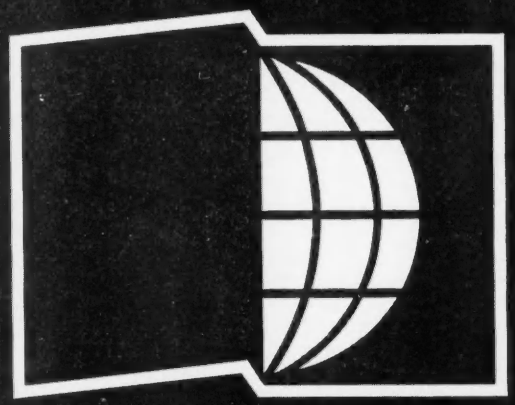

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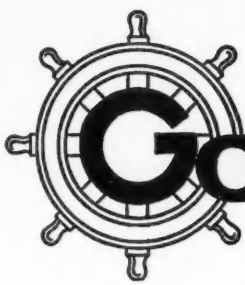

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Export opportunities in France

BELOW is a list of Export opportunities in France which has recently been published in the *Export Services Bulletin.*

Ref. No.	Commodity		Bulletin No.
ESB.19518/67	Boats	Agency	92/67
ESB.19661/67	Folder mechanism	Agency	92/67
ESB.19200/67	Cigarettes, fancy goods, gadgets, textile fabrics	Export Opportunity	91/67
ESB.19193/67	Giftware, toys	Agency	91/67
ESB.17934/67	Cement plant and machinery	Export Opportunity	91/67
ESB.19547/67	Mobile offices, compation rollers	Export Opportunity	91/67
ESB.16971/67	Electrical domestic hardware	Agency	91/67
ESB.18847/67	Builders' hardware, furniture hardware	Agency	90/67
ESB.17746/67	Security equipment	Export Opportunity	86/67
ESB.14945/67	Women's and children's clothing	Agency	82/67
ESB. 6421/67	Textile equipment and accessories	Agency	82/67
ESB.17300/67	Car accessories and gadgets	Export Opportunity	80/67
ESB.16918/67	Jersey dresses, rainwear	Agency	80/67

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Lord Brown, Minister of State, Board of Trade (centre), examining a British-made decanter in the china and glassware section of a British Store Promotion in Paris.

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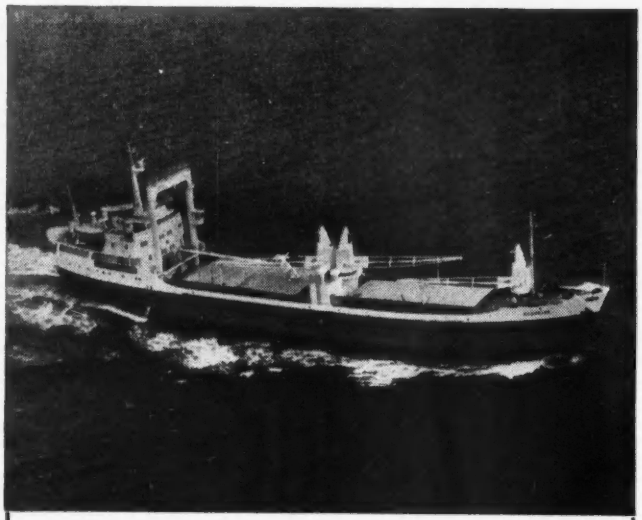

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GATT Communiqué on Kennedy Round

THE GATT Secretariat issued the following Communiqué on May 16: 'The essential elements in the Kennedy Round have now been successfully negotiated.

'Almost 50 countries, accounting for around 80 per cent of world trade, have participated in the negotiations, which have been wide ranging and comprehensive and the most ambitious attempt ever made to achieve the liberalization of international trade. The results are of a far greater magnitude than those obtained in any previous trade negotiations. Through the operation of the Most-Favoured-Nation rule, all GATT countries stand to benefit from these results.

'In the industrial field, the negotiations have been based on a working hypothesis of a linear tariff reduction of 50 per cent by major industrialized countries and have resulted in important tariff cuts over a very wide range of industrial products. In many areas, reductions of 50 per cent have been agreed. It has been estimated that trade in the products on which concessions have been agreed amounts to some $40 billion. Among the most difficult problems dealt with multilaterally have been those related to chemicals and steel: on these we have reached agreements of outstanding importance.

'In the agricultural field, the basic elements to be incorporated in a grains arrangement have been agreed upon after difficult and intensive negotiations. Agreement has been reached on basic minimum and maximum prices of wheats of major importance in international trade. A major innovation is the provision for food aid to developing countries to an amount of 4.5 million metric tons of grain annually.

'While in other areas results on agriculture have been more modest, there have nevertheless been some significant results.

'An anti-dumping code has been agreed upon in the course of the negotiations.

'Agreement has also been reached on action to be taken with respect to certain other non-tariff barriers to trade.

'Some developed countries have offered substantial tariff cuts on tropical products, certain of which are being immediately implemented. In a number of cases the action taken falls short of the expectations of the developing countries. Some participants are considering possible further improvements in their tariff offers.

'In respect of many tropical products it was not possible to reach agreement at this stage on the elimination or reduction of tariffs because of the existence of preferential arrangements. It has been recognized that, to achieve the objective of duty-free entry, both the developed and the developing countries will have to address themselves to reaching agreement on the best form of action that would permit the removal of these preferences.

'In the course of the trade negotiations tariff cuts have been agreed on many other products of principal, or potential, export interest to the developing countries.

'The tariff reductions agreed in the trade negotiations will, in general, be phased over a period of years. The participants in the negotiations have, however, recognized that, for the developing countries, the immediate implementation of such tariff cuts would be of great value in maximizing the benefits to them of these negotiations. It has therefore been agreed by participants that efforts must continue to secure the best advance implementation of such concessions. All participants have declared their determination to reach a decision on this point by the time the protocol embodying the results of the trade negotiations is open for signature. Participating developing countries have stated that the solution found to this question will be a major determining factor in their overall appraisal of the concessions received.

'Participating developing countries have urged that those requests for tariff reductions on items of special importance to them, which had not yet been fully met by participating developed countries, should be favourably reconsidered and that further concessions on these items be made.

'The question of compensation for loss of preferences resulting from the trade negotiations will be pursued further.

'The participating developed countries declare their willingness to continue to examine to what extent they could improve access for products exported by developing countries which have special characteristics such as handicrafts and handloomed fabrics.

'Much work remains to be done on matters of detail arising from the negotiations as a whole. The results of the negotiations have also to be embodied in legal instruments. Only after participants have completed any necessary legal or constitutional procedures will the detailed results of the negotiations be fully known.'

Mr. Jay says our exports will benefit

LATE ON MAY 15, an outline settlement of the Kennedy Round negotiations was reached in Geneva, where the United Kingdom was led by Sir Richard Powell, Permanent Secretary of the Board of Trade.

Commenting on the news, Mr. Douglas Jay, President of the Board of Trade, said: 'I welcome very warmly indeed the news that the Kennedy Round has been brought to a successful conclusion after four years of unremitting and often difficult negotiation. This result, which will bring about the greatest reduction of barriers to international trade that has ever been achieved, represents a triumph for good sense and co-operation between the Governments of the great trading nations. World trade will increase and British exports will benefit from the lowering of tariffs in our principal markets. I am confident that the prosperity of the whole world will be increased as a result of the successful conclusion of President Kennedy's far-sighted initiative.'

Formal application for EEC membership

ON MAY 11 Her Majesty's Government formally applied for membership of the European Economic Community, Euratom and the European Coal and Steel Community. Letters of application from the Prime Minister were delivered to the chairmen of the respective Councils of Ministers. The text of the application to the EEC was as follows:

Mr. President,

I have the honour, on behalf of Her Majesty's Government in the United Kingdom of Great Britain and Northern Ireland, to inform Your Excellency that the United Kingdom hereby applies to become a Member of the European Economic Community under the terms of Article 237 *of the Treaty establishing the European Economic Community.*

Please accept, Mr. President, the assurance of my highest consideration. *Harold Wilson.*

Note: The three-day Parliamentary debate on the Government's proposal to apply for membership took place on May 8-10.

'Britain and the EEC. The Economic Background'

Britain and the EEC. The Economic Background, published on May 8 by HMSO, price 3s., is a 48-page booklet prepared by the Department of Economic Affairs and the Central Office of Information.

The booklet, which is illustrated by some 20 charts and diagrams, is designed to provide a summary of essential facts concerning the European Economic Community and its policies, with, where necessary, reference to present United Kingdom arrangements and policies.

It is not intended to set out the implications for Britain of membership of the EEC or to discuss the possible advantages and disadvantages. The information provided in the booklet is intended to help to clarify for many people the history of European co-operation since the second world war, what the EEC is and how it works, the economy of Western Europe and Britain's overseas trade.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal ***under the heading 'Information for Exporters'. Fuller information is also provided in the*** Export Service Bulletin, ***which is published by the Export Services Branch of the Board of Trade.***

London's third major airport

MR. DOUGLAS JAY, President of the Board of Trade, announced on May 12 the Government's decision that London's third major airport should be developed at Stansted in Essex.

In a White Paper, published on the same day, the Government sets out the reasons for its decision. The report of the Inspector appointed to hold the public local inquiry was also published on May 12.

Inter-departmental Committee (paragraph 2 of White Paper)

An Inter-departmental Committee reported in 1963 that a third airport for London would be needed, probably in the early 1970s.

The new airport, they recommended, should be suitable for all kinds of traffic and capable of development to a large capacity. They found potential sites severely limited by air traffic routeing and ground access factors.

Many sites were considered, over a dozen in detail, and the committee's view was that Stansted, though not ideal, was by far the most suitable. Its choice, they felt, would allow the development of a satisfactory air routeing system for Heathrow and the new airport. Part of the site was already in use as an airport; the surrounding terrain was suitable for airport development, it was near London and had the promise of satisfactory access.

Public inquiry (paragraphs 3-5)

When the Inter-departmental Committee's report was published in mid-1964 the Government then in office endorsed the committee's report and the new Government appointed an independent inspector (Mr. G. D. Blake, MA, FRICS, FAI) to hold a public inquiry in December 1965.

The Inspector, who submitted his report in May 1966, did not give a firm recommendation for or against the choice of Stansted, but suggested that a further review should be undertaken. The Government therefore carried out a comprehensive re-examination of the whole problem.

Need for third London airport (Section II)

As a result of this re-examination the Government are convinced that, even with the fullest development of existing airports, the construction of the Channel Tunnel, the hoped for growth of provincial air services and the trend to bigger aircraft, the need for a new London airport cannot be put off beyond the mid-1970s.

One airport or three (Section III)

The Government believes that if damaging constraints are not to be put on the development of London as a major air traffic centre, the third London airport must be able to take all kinds of aircraft and services. It should also be as large as possible, though the Government does not accept the practicability of schemes sometimes suggested for a very large airport to take all London's air traffic.

Consideration of Inspector's Report (Section IV)

Objections at the public inquiry mainly concerned noise, the effects of road traffic, the loss of the district's rural character, loss of farmland and decline in house values.

The Inspector's conclusion was that to place a major airport at Stansted would be a 'calamity for the neighbourhood' and that it could be justified only by national necessity. He thought the proposal succeeded on the viability of air traffic but there were strong arguments against it for other reasons. In face of these conflicting considerations he recommended, as noted above, that a review of the whole problem should be undertaken by a committee interested equally in traffic in the air and on the ground, and regional and national planning; and that it should cover military as well as civil aviation.

The Inspector's ideal criteria for a major airport were: viability from the point of view of air traffic control; convenient ground access for passengers and airline operators; a situation in respect of noise which would not inhibit operations; conformity with regional planning and a national transport plan; and sufficient land to allow for expansion.

He considered that Stansted was the best site so far as routeing the flow of additional air traffic was concerned with the maximum margins of safety and in conformity with existing routes and airports.

As regards the other criteria in the White Paper the Government acknowledge the problems associated with surface access to any third airport but is convinced that of all the possible sites Stansted is the one at which the difficulties would almost certainly be at their least. The road route to Stansted would be by the M11, the relevant section of which would probably be completed by the early 1970s, and the off-peak journey time to Central London would be about 70 minutes. A short link road would be necessary to connect the airport with the motorway.

The Government's view on noise is that it is bound to cause some nuisance wherever a third airport is sited and that the Inspector's objections to Stansted on noise grounds were not fully justified. With both Heathrow and Stansted operating to the full capacity of two parallel runways the number of people around Stansted subjected to very high noise exposure would, according to estimates, be only one twentieth of the number around Heathrow.

Discussing the Inspector's comments on the effect of noise on schools, the Government point out that the Ministry of Aviation submission was, in fact, that the majority of schools under consideration would have to close unless they were adequately soundproofed, but that the remainder would have to be examined individually to see if remedial measures were necessary.

The Government's thorough review of the problem which extended over many months brought in the branches of Government representing all the interests mentioned by the Inspector in his recommendation – civil and military aviation, surface transport, national and local planning – and also covered economics, agriculture and defence requirements.

Alternatives to Stansted (Section V)

The alternatives to Stansted put forward at the public inquiry are listed in the White Paper (paragraph 44) and the Government comments on them in succeeding paragraphs. These comments include:

Castle Donnington and Ferrybridge: Much too far from London to serve as 'London' airports.

Gunfleet Sands: Impracticable. The site is five miles out to sea and construction would be costly and present possible insuperable problems.

Dengie Flats, Foulness, Sheppey and Cliffe: Three of these sites are in low-lying marshy ground where construction would be more difficult and expensive than on dry land and Dengie Flats is in the sea. The use of any of the four sites would mean the removal of Shoeburyness firing range. The selection of Foulness would mean the complete closure of Southend airport. The site at Cliffe is too restricted and too far west to be able to function independently of Heathrow. Sheppey is the most promising of these Thames Estuary sites but would have no easy access to London and all other parts of the country except Kent. It would prove a very expensive site, costing possibly £132 million to develop.

Plumstead Marshes: Too near London, close to densely populated areas and suffering from the same drawbacks as Cliffe.

Padworth: In certain wind conditions operations on parallel runways would approach or overlap with those of Heathrow. Also, a civil airport at Padworth would have a serious affect on military flying in central southern England, on the Atomic Weapons Research Establishment at Aldermaston and flying operations at the

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it.' – Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 *under the name of the Patent Office Library, but he was clearly in sympathy with its function.* 138,000 *people in* 1966 *came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including* 9,000 *current periodicals, are freely open to the public without formality. Photocopies at* 9*d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery Lane, London, W.C.*2. *Hours are* 10 *a.m. to* 9 *p.m. weekdays,* 10 *a.m. to* 1 *p.m. Saturdays.*

Royal Aircraft Establishment at Farnborough. The noise problem would probably be worse than at Stansted.

The Government also re-examined the area north-west of London, towards Birmingham, because of its attractiveness from a regional planning aspect. They considered two representative sites – Thurleigh, a Ministry of Technology airfield eight miles north of Bedford; and a hypothetical site mid-way between London and Birmingham in the area of Silverstone, south-east of Northampton. *Silverstone:* In the Government's view would have advantages in connection with planning and could have good surface communication with the Midlands in addition to its accessibility to London. Its most serious disadvantage would be its affect on military flying. Eight important airfields would be rendered unusable for military flying and restrictions would be placed on 13 others. Even if suitable alternatives could be found and the disruption to military plans accepted, the cost of replacement might reach £100 million. *Bedford:* Would also have a detrimental affect on military aviation and would not offer Silverstone's attractions from the regional planning viewpoint. The Government has decided that this area does not merit further consideration.

The case for Stansted (Section VI)

Summing up the case for Stansted, the Government says the site is satisfactory from the point of view of air traffic control and the terrain is suitable for the development of a large airport and free of abnormal cost factors.

The noise problem while rather worse than at Sheppey, does not compare badly with other inland sites.

The cost of the proposal would be in all about £46 million.

The Government agree with the Inspector that the loss of thousands of acres of high quality agricultural land is a substantial argument against the choice of Stansted but point out that an exhaustive study has not revealed an alternative site which does not suffer from other disadvantages even more severe than the agricultural disadvantages of Stansted. The loss of land, the White Paper says, would be part of the high price to be paid for the benefits of the airport to the nation.

The Government regard as the strongest objections to Stansted those concerning planning. The Inspector, in his report, referred to the considerable increase in population which the airport would attract and added that suitable industries would also have to be accommodated. He thought that development of this kind in the area would be bad regional planning.

In the Government's view the essence of the planning case is that the wedge of open country between the trunk roads to Cambridge and Colchester ought to be preserved as a natural lung for London but that, while it would be desirable to keep this attractive stretch of open countryside unspoiled, its value must be considered in relation to the airport needs and the availability of other practicable sites.

A third international airport, the Government argue, has to be reasonably close to London and sited where it would cause as little nuisance as possible to built-up areas. All open sites near London are potentially valuable, but it has not been shown that the Stansted area was so much more valuable by its nature than any other area within range of London, that it had to be excluded from consideration for that reason alone.

The Government believe that Stansted has indisputable advantages over the main alternatives on the scores of air traffic control, surface access and cost; it is acceptable on grounds of noise and its terrain is good for airport development. Disadvantages concern local and regional planning and the loss of good agricultural land. After considering all the possibilities, the Government conclude that there is no suitable alternative site.

Developing Stansted (Section VII)

The Government will look to the British Airports Authority to develop and operate the new airport. In the coming months they will be consulting with the Authority, and with the local authorities affected, about the Stansted development, in particular about the method of accommodating the new population and ensuring that the noise problem is kept as small as possible. In this latter connection the projected noise certification scheme announced by the President of the Board of Trade in the House of Commons on April 17, 1967 may well have gone far to make new types of aircraft intrinsically quieter by the time movements at Stansted approach the present number at Heathrow.

Copies of the White Paper (Cmnd. 3259) are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 3s. 0d. (by post 3s. 6d. from HMSO, PO Box 569, London, S.E.1).

HRH The Duke of Edinburgh presents Mr. David Carter (left) with the Duke of Edinburgh's prize for Elegant Design 1967, at Vickers House in London, on May 11. Mr. Carter won the award for designing the gas-flow system of interchangeable gas control points and fittings. Further information is contained in the CoID Design Awards supplement in last week's 'Journal'.

Pictorial presentation as an aid to air safety

THE POSSIBILITIES of improving co-operation between pilot and controller by the use in the cockpit of a pictorial presentation showing the aircraft's geographical position have been demonstrated to European aviation officials at Heathrow on May 18 and 19. National Air Traffic Control Service of the Board of Trade have been presenting two types of moving map display – the Decca Omnitrac and the Ferranti Projection Display.

The pictorial presentation system could improve the flow of traffic in dense air traffic areas and increase safety in the approach phase where high ground exists in the vicinity of an airfield. The advent of the small airborne digital computer has awakened interest in the possibilities of using moving map displays in the cockpit. Routes could be varied at will without resort to re-siting navigational aids. The pictorial display makes the task of flying complex route patterns very much simpler by giving the pilot a continuous indication of his position and orientation.

On the ground the advantages will be in the flexibility it offers on the basic point source system. At present the route structure, reporting points and holding areas are fixed by the siting of ground facilities. The pictorial display system would permit the establishment of parallel and offset routes where no VOR/DME facility exists, where a facility cannot be sited, or where it will take a considerable time to acquire a site. It will also permit a greater flexibility in the design of approach procedure and facilitate the 'straight-in' approach.

Air Vice Marshal J. B. Russell, Controller of National Air Traffic Control Services, Board of Trade, has invited senior representatives of the European administrations and their national airlines, IATA, ICAO and the pilots associations to the presentation. Demonstration flights were arranged using the Omnitrac equipment.

Appeal against Air Transport Licensing Board decision

THE BOARD OF TRADE have dismissed an appeal by British European Airways Corporation against the grant by the Air Transport Licensing Board to British United Airways Ltd., of increased frequencies on the route Gatwick/Amsterdam.

The decision by the Board of Trade accords with the recommendations of Sir Henry Smith, KBE, CB, the Commissioner who heard the appeal.

Copies of the Commissioner's Report to the Board of Trade and the Board's Order are available on request from the Board of Trade (Branch A.G.P.2), Shell Mex House, Strand, London, W.C.2.

President opens nautical school at Gravesend

A NATIONAL Sea Training School was opened at Gravesend on the Thames last week by Mr. Douglas Jay, President of the Board of Trade. This school, which cost £1 million, provides accommodation for 576 boys being trained for service in the Merchant Navy. The training lasts from two to three months, depending on which department a boy wishes to enter. The extensive facilities include a mock-up of a bridge equipped with radar and other navigational aids, lifeboats and cargo derricks in working order.

In his speech at the opening ceremony, Mr. Jay said:

'I am delighted to open this new National Sea Training School which replaces the previous schools at Gravesend and Sharpness. The Board of Trade has a share in appointing the governors of the Trust which runs this school together with the Department of Education and Science, the British Shipping Federation, and the National Union of Seamen; and the Board was also a co-founder of such schools as far back as before 1914, since when a sea training school has operated in Gravesend for 50 years. (When I first learnt this, my mind went back to a very early memory, that of watching prizes being given on June 17, 1914, in the old 'Arethusa' training ship at Greenhithe by Prince Louis of Battenburg.) Certainly the sea training schools have made a long and distinguished contribution to our merchant shipping.

'Today, the training of young people in modern industrial skills is clearly one of our most vital national needs, if we are going to win the battle to maintain Britain's economic strength in the world. And the training of those who enter industry at an early age is, I believe, the most essential and hardest part of vocational training. In shipping this is particularly important, and certainly the training given in the past by the National Sea Training Schools has been a remarkable achievement.

About 2,800 boys will pass through the National Sea Training School at Gravesend every year. Here a few of them are being taught how to steer by magnetic compass by one of the staff of 72, all former seafarers. The mock-up ship's bridge is situated over the seamanship classrooms.

Mr. Douglas Jay, President of the Board of Trade, walking with Captain Peter Adlam, Captain Superintendent of the new nautical school for Merchant Navy ratings at Gravesend. Against a background of the school can be seen a working assembly of a ship's samson post with a derrick topped over a hatch.

'In the new school this 50-year achievement will be expanded and improved. The course will be, I am told, extensive and enterprising. It will both prepare young men for a life at sea and offer the shipping industry recruits of the high quality it needs. The safety of our ships and their passengers and crews, for which the Board of Trade has important responsibilities, is one notable example of the need for thorough and careful training.

'I am sure that shipping is going to be as vital as ever to Britain's economy in future, as the volume of trade increases, and competition in the world, with many new and emerging nations, becomes more intense. Shipping contributes substantially to our balance of payments, either by carrying exports, by carrying passengers and cargo between other countries, or by saving foreign currency on the carriage of imports. Our Merchant Navy now trades with virtually every country in the world, and competes with the ships of nearly 100 others.

'British shipping has to win the trade it carries against intense overseas competition. It can only succeed by being more efficient than its competitors; and this success must depend on all engaged in it, and in particular on the ability, energy and goodwill of our seafarers. Here again modern training can undoubtedly contribute greatly to first class efficiency.

'Indeed, as ships' equipment becomes more and more sophisticated, no doubt life in some ways becomes easier on board; but new demands are made at the same time on human skill and resource. The new techniques and equipment available must be used in the best and most effective way possible.

'I know that the shipping industry in recent years, like many others, has had its difficulties in internal organization as well as outside competition. The recent report of the Court of Inquiry under Lord Pearson should give a new chance of progress and better relations in the future. I notice that Lord Pearson's report itself pays tribute to the training arrangements developed by the industry and the value which all sections of it give to training. Lord Rochdale's new committee will now be looking into the commercial structure of the Industry and its economic position.

'This school is, I believe, a fine example of the thought, work and money that are going into the training effort. The Board of Trade and Department of Education and Science are proud to be represented on the National Sea Training Trust, together with our partners there the National Union of Seamen and the British Shipping Federation. I would like to congratulate Mr. Rice-Oxley, the chairman, and the other governors, Captain Adlam, the captain superintendent, and his staff on what they have already achieved, and to wish them and the school all good fortune and success in the future.'

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, presenting the Queen's Commendation for Brave Conduct on behalf of HM the Queen to Mr. J. Grant of Liverpool at a presentation ceremony at the Board of Trade in London on May 10. Mr. Grant, a chief electrician with Trident Tankers Ltd., receives the award in recognition of his attempts to rescue a cadet who was trapped in the pumproom of a tanker at sea.

Increased penalties for offences relating to ships' passenger certificates

CONSIDERABLE AND IMMEDIATE increases in the maximum fines for offences connected with ships' passenger certificates are provided in the Merchant Shipping (Load Lines) Act, which received the Royal Assent recently.

Welcoming the increases Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said: 'We are particularly pleased to have these new penalties in time for the start of the holiday season. They have been increased partly to take into account the change in the value of money since they were originally established, and, quite deliberately, to increase their deterrent effect. The events of last summer with the loss of three small ships and 54 lives stressed the need for the deterrents to be really effective. Passengers boarding ships which are to carry more than 12 passengers should look for the Board of Trade Passenger Certificate. If there is no certificate, they would be well advised not to go'.

Any ship which proceeds to sea or on any voyage or excursion with more than 12 passengers is required to be surveyed and issued with a certificate. Where these requirements are not complied with, the maximum fine of £10 per passenger, which hitherto could be imposed on the owner or master, has been increased to a maximum fine of £400 on summary conviction and a fine with no limit on conviction on indictment. These same new penalties also apply to the offence of carrying passengers in excess of the maximum numbers allowed by the passenger certificate for which the previous penalty could not exceed £20 plus a small amount for each passenger in excess.

The maximum fine for an owner or master who fails to post up a passenger certificate in some conspicuous place on board has been increased from £10 to £20 and, where the ship goes to sea without the passenger certificate having been posted up, the maximum fine on the owner has been increased from £100 to £200 and on the master from £20 to £50.

Notes:

It is illegal for any ship to carry more than 12 passengers (including children over one year old) unless the ship has a Board of Trade passenger certificate.

The passenger certificate is required by law to be displayed in some conspicuous place on board for the public to see.

The passenger certificate shows the permitted number of passengers, the number of crew, and the distance the ship is permitted to go.

A 'ship' includes a pleasure yacht, a fishing vessel, a motor launch, and almost every description of small craft.

Ships carrying 12 or fewer passengers are not covered by the passenger certificate provisions, but local authorities can take powers to grant licences subject to conditions, or to make bylaws, for pleasure boats and boatmen carrying passengers for hire, or let for hire. Harbour, river, and water authorities may also exercise some control. Mr. Mallalieu wrote in January to 5,000 local harbour and river authorities urging them to review their powers and to use them to the fullest advantage in an effort to prevent accidents and to ensure the safety of passengers.

Oil pollution

THE LAW concerning pollution of the sea by oil will be strengthened on May 18, 1967, when the Amendments to the International Convention for the Prevention of Pollution of the Sea by Oil, 1954, come into force internationally. The Board of Trade have made five statutory instruments which apply the provisions of the Amended Convention to ships on that date.

The instruments are as follows:

The Oil in Navigable Waters Act 1963 (Commencement) Order 1967 (S.I. 1967/708 (C.11)) (price 3d. plus 2d. postage).

The Oil in Navigable Water (Prohibited Sea Areas) Regulations 1967 (S.I. 1967/709) (price 8d. plus 3d. postage).

The Oil in Navigable Waters (Heavy Diesel Oil) Regulations 1967 (S.I. 1967/710) (price 5d. plus 3d. postage).

The Oil in Navigable Waters (Exceptions) Regulations 1967 (S.I. 1967/711) (price 8d. plus 3d. postage).

The Oil in Navigable Waters (Records and Reports) Regulations 1967 (S.I. 1967/712) (price 1s. plus 3d. postage).

The first of these instruments (S.I. 1967/708) brings the Oil in Navigable Waters Act 1963 (1963 c.28) into operation on May 18. The Oil in Navigable Waters Act 1955 (1955 c.25) continues in force as amended by the 1963 Act. The principal changes are as follows.

The areas of the sea in which ships may not discharge persistent oils will be considerably enlarged (S.I. 1967/709) and new ships of 20,000 tons gross tonnage or more for which building contracts are placed on or after May 18, 1967, will be prohibited from discharging persistent oils anywhere at sea (Oil in Navigable Waters Act, 1963).

The provisions of the Amended Convention will apply to tankers of 150 tons gross tonnage or more and to other ships of 500 tons gross tonnage or more. Hitherto the Convention has not applied to tankers of less than 500 tons gross tonnage. These changes are reflected in exceptions given for ships of less than these tonnages from the prohibition of oil discharges in prohibited sea areas imposed on ships by Section 1 of the 1955 Act (S.I. 1967/711). Exception is also given for ships of 500 gross tonnage or more, other than tankers, in certain limited circumstances referred to in the Amended Convention.

The 1966 Standard Method of Test for determining whether marine diesel oils are persistent is substituted for the 1954 Method (S.I. 1967/710).

Minor amendments are made to the text of oil record books required to be kept by masters on board ship (S.I. 1967/712).

Masters of new ships of 20,000 tons gross tonnage or more to which the 1963 Act applies are required to report in a prescribed form to the Board of Trade whenever persistent oils are discharged anywhere at sea. (Oil in Navigable Waters Act 1963 and S.I. 1967/712).

The Board of Trade will continue to grant exemption for vessels of less than 80 tons gross tonnage which discharge from their bilges when in United Kingdom waters oily mixture in which the only oil is lubricating oil which has drained or leaked from machinery spaces. In accordance with the Convention a similar exception is allowed for ships generally when they are in prohibited sea areas (S.I. 1967/711).

Notes:

Persistent oils are crude oil, fuel oil, heavy diesel oil (as defined in S.I. 1967/710) and lubricating oil. These oils are slow to disperse or evaporate when discharged into the sea.

The prohibited sea areas surrounding the British Isles will extend westward for more than 1,300 nautical miles across the Atlantic and south to Cape Finisterre. The whole of the North Sea and the Channel will be prohibited areas. There are also considerable extensions to prohibited sea areas in the Mediterranean and other regions.

The 1954 Convention has been in force internationally since

1958. The Convention is administered by the Inter-Governmental Maritime Consultative Organisation (I.M.C.O.) in London. Certain of its main provisions have been applied to United Kingdom ships since 1956. The discharge of oil into United Kingdom territorial waters has been prohibited since 1922 (The Oil in Navigable Waters Act 1922 c.39).

The Amendments to the 1954 Convention were adopted at a Conference of Contracting Governments in 1962. By May 18, 1966, two-thirds of the Contracting Governments had accepted the Amendments so that they come into force 12 months from that date.

Thirty-four countries have accepted the 1954 Convention. The Amended Convention will come into force for 30 countries on May 18, for Greece and Portugal on June 28 and for the Ivory Coast on June 17. Italy has yet to notify acceptance of the Amendments.

Japan has announced her intention of accepting the Amended Convention early this year. The USSR has not accepted the Convention, but participates in the work of the IMCO Sub-Committee on oil pollution.

The maximum penalty for the illegal discharge of oil is a fine of £1,000 on summary conviction. There is no limit to the fine which may be imposed on conviction on indictment. Foreign ships, when the offence occurs outside United Kingdom territorial waters, are reported to their Governments. Governments of Convention countries have undertaken to prosecute offenders if there is sufficient evidence.

A revised Board of Trade Manual on the Avoidance of Pollution of the Sea by Oil containing charts of the principal prohibited zones is in preparation. It is hoped that it will be published in the next few months.

Resale Prices Act, 1964: List No. 7 of goods entered in the register

THE REGISTRAR of Restrictive Trading Agreements in pursuance of Sub-section (4) of Section 6 of the Resale Prices Act 1964, hereby publishes the following list of classes of goods of which particulars are entered in the register kept by him under that Section:

	Brussels Nomenclature
Erasing paste	38.19
Diaries and address books in matched sets	48.18
Plain date calendars (other than desk calendars) of paper or paperboard	49.10
Component parts for loudspeaker units, being acoustical resistance units, horn units, attenuators and crossover networks	85.14
Plate scrapers	96.02

Interpretation

Where a heading of the Convention on Nomenclature for the Classification of Goods in Customs Tariffs (Cmnd. 1070) (commonly known as the Brussels Nomenclature) is specified in relation to any class of goods, that class does not comprise goods which do not fall within the heading specified, having regard to the rules and notes for the interpretation of the Nomenclature.

The description of any goods in the first column of the List shall be taken to include cases, boxes and similar containers normally sold therewith if such containers (being imported with the goods) would fall within the heading of the Brussels Nomenclature specified.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following two proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) Triplex Holdings Ltd. – British Indestructo Glass Ltd.

(2) J. P. Coats, Patons and Baldwins Ltd. – Jaeger Holdings Ltd.

In reaching their decision in respect of the Triplex – British Indestructo Glass merger the Board of Trade have taken into account that the Monopolies Commission are currently investigating the supply of flat glass.

United Drapery Stores/Montague Burton merger

THE BOARD OF TRADE announce that they are referring the proposed acquisition of Montague Burton Ltd. by United Drapery Stores Ltd. to the Monopolies Commission for investigation and report under the provisions of the Monopolies and Mergers Act 1965. The Board of Trade do not propose to make use of their powers to hold up the merger, or to impose conditions upon its completion, during the period of the Commission's investigation. The Commission are being required to make their report within four months.

The Board emphasize that the decision to make a reference to the Monopolies Commission does not in any way prejudge the question of whether or not a merger is contrary to the public interest. It is for the Commission to report on this after investigation.

REFERENCE TO THE MONOPOLIES COMMISION UNDER SECTION 6 OF THE MONOPOLIES AND MERGERS ACT 1965

WHEREAS IT APPEARS to the Board of Trade that arrangements are in progress or contemplation for a merger of United Drapery Stores Limited and Montague Burton Limited which, if carried into effect, will result in Section 6(1) (a) and (b) of the Monopolies and Mergers Act 1965 being satisfied, in that:

(i) enterprises carried on in the United Kingdom by or under the control of Montague Burton Limited will cease to be distinct from enterprises carried on by or under the control of United Drapery Stores Limited;

(ii) assets of a value exceeding £5,000,000 will be taken over.

Now, therefore, the Board of Trade in pursuance of the powers conferred upon them by Section 6(7) of the said Act hereby refer this matter to the Monopolies Commission for investigation and report.

The Commission shall report upon this matter within four months from the date of this reference.

Dated 10 May, 1967.

The Monopolies Commission are inviting evidence on the subject matter of the reference.

Any person or organization wishing to give such evidence should write to the Secretary, Monopolies Commission, 8 Cornwall Terrace, Regent's Park, London, N.W.1.

Committee to examine British patent system and law

IN REPLY to a Parliamentary question, Mr. Douglas Jay, President of the Board of Trade, announced on May 10 the appointment of a Departmental Committee to examine and report on the British patent system and patent law, and his intention to set up a Standing Advisory Committee.

The President said: 'I have decided to appoint a Departmental Committee with the following terms of reference:

'To examine and report with recommendations upon the British patent system and patent law, in the light of the increasing need for international collaboration in patent matters, and, in particular, of the United Kingdom Government's intention to ratify the recent Council of Europe Convention on patent laws.

'I am glad to say that Mr. Maurice Banks, who was, until recently, a deputy chairman and managing director of British Petroleum Ltd., has agreed to act as chairman. I hope to announce the names of the committee members shortly.

'In addition, I propose to set up a Standing Committee to advise the Board on questions about international collaboration on patents which require urgent consideration while the Departmental Committee is engaged on the longer-term review.'

INDEX INQUIRIES

Inquiries about the detailed contents of the **JOURNAL** ***(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the*** **JOURNAL.**

Lord Brown speaks to Scottish Export Committee

ADDRESSING MEMBERS of the Scottish Export Committee on May 11, Lord Brown, Minister of State at the Board of Trade, congratulated them on their export successes over the past two years.

Commenting on United Kingdom export figures as a whole, Lord Brown said:

'Perhaps it would be interesting if I commented on these export figures from a slightly different point of view. There are published each month and for each year now figures showing the deficit on balance of payments. Now these figures, of course, include that part of the deficit brought about by the net investment overseas of capital funds. It seems to me, however, that it is wise to have a look at the deficit on current account, that is, the deficit excluding the overseas investment figures. It is true that it may be highly unwise for us to invest too much overseas when we are in a deficit position, but, nevertheless, such investment adds to that pool of overseas assets which sets up that very desirable buffer fund which not only gives the world confidence in sterling, preserves us from the short-term fluctuations in balance of payments, but also helps to earn our invisible income in the years to come.'

Lord Brown added that the deficit on current account in 1964 was £393 million, in 1965 it was £109 million and in 1966 it was £61 million. It was possible that this latter figure was overstated because corrected figures were usually produced by the Treasury in the middle of the year and these had not yet arrived.

He thought there was every hope that we could not only move into surplus on current account but into surplus on balance of payments in total this year. That was the object of the Board of Trade and he knew it was their objective also.

He continued: 'Perhaps it would also be interesting if I added to the figures given the actual figures of net overseas long-term capital investment in those same years. The figures are as follows: 1964, £168 million; 1965, £239 million; and 1966, £128 million. It can thus be seen that restriction of overseas capital investment has made a considerable contribution to the reduction of our deficit on balance of payments, but I personally hope that the time will soon come when we shall be able to invest capital overseas more freely than at present.'

Lord Brown also congratulated the Committee on a very successful start to its co-ordinating activities in sending an extremely successful mission to the United States last October.

He added that thought should be given to sending missions to some of the less well-trodden markets. 'It is true that the maximum potential in these markets is, of course, much smaller than others, but, on the other hand, those who foster a developing market at an early stage often have cause to congratulate their foresight in later years.'

He stressed the fact that Eastern Europe was potentially an enormous market for the sale of machinery and know-how, and recent signs were that it was opening up for the sale of consumer goods too. There had been very large increases in the orders for consumer goods from the USSR in recent months. 'We have some large deficits in our balance of payments with these countries, and although these deficits have largely been a matter of policy on the part of those Governments, we are from the Board of Trade putting very strong pressure on them for a correction of this situation. There is a contributory factor to these deficits, and that is that some other countries, notably Japan and Germany, are selling harder in those markets than British firms are doing. I would like to encourage you to make up this deficit in selling effort by keeping these countries constantly in mind for your efforts.

'I hope, too, that you will encourage the firms in Scotland to remember that whilst some of them base their business on the sale of some consumer product or other that these countries are a market for the technique and machinery which they use to produce those consumer products. It may be that some of them have never looked upon their own expertise as a saleable product, and I should like to feel that everyone of them realize that they have something else to sell as well as those consumer products in those territories.

'I believe that the future export trade of our country is going to embrace a great deal more sophisticated technology than it has done in the past.'

ECGD backs another bulk carrier for Norway

THE EXPORT CREDITS Guarantee Department today signed a Financial Guarantee covering the financing of a 46,150 tons deadweight bulk carrier worth approximately £1.8 million for the Fearnley & Eager Group of Oslo, Norway.

The vessel, the order for which was placed in May 1965, is due for immediate delivery and has been built by The Doxford & Sunderland Shipbuilding and Engineering Company Ltd. at the Joseph L. Thompson yard in Sunderland.

The loan is for about £1¼ million, will be arranged by Hambros Bank Ltd., acting on behalf of National Provincial Bank Ltd. and themselves, and is repayable over a period of 10 years.

Farm machinery trade mission

A TWELVE-MAN trade mission sent to East Africa by the Agricultural Engineers Association has returned with the forecast that British manufacturers should keep and improve on their leading position in the growing market for farm machinery. The mission, which was organized in conjunction with the British National Export Council, travelled 2,500 miles by car in its 17-day tour of Uganda and Kenya.

Representatives of 12 of our farm machinery firms took part in the mission, the object of which was to boost the image of British machinery and assess potential markets. They visited Ministry officials, agricultural advisors, research and testing stations, manufacturers, colleges and farmers.

Polish Plastics Mission to UK

THE Polish Plastics Mission, originally scheduled to come to Britain during April/May, will now arrive on June 11 for a stay of 14 days. Delegates will visit the Interplas Exhibition and the remainder of their time will be spent visiting member companies of the BPF and the Rubber and Plastics Research Association establishment near Shrewsbury.

The Mission, which will be led by Mr. Czeslaw Duchowski, managing director, Combine of Chemical Equipment Construction Industry CHEMAK, comes at the invitation of the chairman of the BPF and is in return for the visit of the BPF Industry Mission to Poland in February 1966.

'Faster exporting to Europe'

THE COLLEGE of Management has arranged a conference on 'Faster exporting to Europe' at the Belfry, Sutton Coldfield, on May 25. The Conference chairman will be Mr. Laurence D. Styles, chairman of the West Midlands branch of the Institute of Export. Transport and short sea routes will be dealt with by Mr. Peter Kunzler of MAT Transport, and movement by rail by Mr. D. D. Kirby, assistant general manager of the Shipping and International Services, British Railways Board. The keynote speech will be given by Mr. Norman Freeman, chairman of the British Shippers Council and the chairman of the NEDC working party last year which carried out a report on ways and means of improving the transport facilities to Western Europe. The final session will be a panel discussion in which representatives of the Board of Trade, NEDC and the Ministry of Transport will take part. Mr. J. L. Guy (sales manager (cargo) of BEA) will also be a panel member.

Full particulars can be obtained from The Director, The College of Management, 35 Great Peter Street, London, S.W.1.

Fishing reels top of the list

BRITISH trout fishing reels have been placed first, second and third in a list of the world's best, tested by the American 'Consumer's Report' (the United States equivalent of 'Which?').

The reels concerned – the first two of which come from the same factory, at Redditch, Worcs. – are: *J. W. Young's 'Beaudex' C206* (manufactured by Noris Shakespeare, Ltd., of Redditch); *The 'Pridex'* (also made by Noris Shakespeare, but marketed in the United States by Orvis Co., Inc., under the name of the Orvis 'Battenkill'); *Hardy LRH Lightweight.*

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 2, 1967.

Tariff heading	Proposed definiton for tariff purposes	Applied for as	Exemption required until	Reference
29.08	Benzyl 3-methylbutyl ether	Benzyl isoamyl ether	December 31, 1967	13027
29.22	Mephentermine	as in previous column	December 31, 1967	13028
29.22	*N*-(2-Methyl-2-nitropropyl)-4-nitrosoaniline	as in previous column	December 31, 1967	13020
29.23	2-Amino-5, 2¹-dichlorobenzophenone	as in previous column	December 31, 1967	13017
29.25	1, 2-Di(diacetylamino) ethane	Di(diacetylamino(ethane	December 31, 1967	13032
29.16	3, 7, 12-Trioxo-5β-cholanic acid	Dehydrocholic acid.	December 31, 1967	352
29.35	1, 6-Hexanolactone	Epsilon-Caprolactone	December 31, 1967	6964

Imports of main crop potatoes

THE BOARD OF TRADE announce that, as from May 15, main crop potatoes may be imported by regular dealers in potatoes under Open Individual Licences, subject to the regulations essential for the maintenance of plant health in the United Kingdom.

Although there is no shortage of potatoes at present, the recent frosts and poor growing weather have retarded the new crop, which was hitherto expected to be earlier than normal. Imports of main crop potatoes are being allowed, therefore, to safeguard supplies until the new crop reaches the market in quantity. To achieve this objective imports of main crop potatoes will be allowed up to June 17, 1967, though this date may be adjusted as necessary in the light of events.

A notice to importers giving details of the licensing arrangements and indicating the countries from which potatoes may be imported has been issued and is shown below.

NTI No. 1190

THE BOARD OF TRADE have issued Notice to Importers No. 1190. As already announced, imports of potatoes other than new, seed and sweet potatoes will be permitted under Open Individual Licences, available to regular dealers in potatoes.

Licences will be available for imports of potatoes other than new, seed and sweet potatoes originating in and consigned from, any source subject to compliance with the plant health regulations as described below. (New potatoes may be imported from any source outside the Eastern Area, under Open General Licence.)

Each holder of an Open Individual Licence will be required to make returns (including 'nil' returns) weekly to the Ministry of Agriculture, Fisheries and Food in respect of his imports. Instructions for making returns will be issued with each licence.

Applications for licences should be made on Form ILB/A and sent to the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1. (callers to 54 Broadway, S.W.1). Page 1 should be completed and page 2 left blank; on page 3 and copies the applicant's name, address and description of goods (potatoes, fresh, other than new, seed or sweet potatoes) should be entered.

Licences will be valid for imports up to June 17, 1967, but traders are warned that these licences may be revoked at any time before that date without notice. In such event, potatoes shown to the satisfaction of HM Customs and Excise to have been in transit at the time of revocation will be admitted.

All imports are subject to the requirements of Orders made by the Agricultural Departments under the Plant Health Act 1967. Under these Orders main crop potatoes may be imported only from the following countries or parts of countries:

Algeria
Azores
Belgium
Canary Islands
France – other than the Department of Finistere
Greece
Israel
Italy
Kenya
Lebanon
Libya
Luxembourg
Madeira
Malta and Gozo
Irish Republic
Cyprus
Denmark
Federal Republic of Germany – The Provinces of Schleswig – Holstein and Lower Saxony, North of Latitude 53°N.
Morocco
Netherlands
Norway
Portugal
Republic of South Africa
Spain
Switzerland
Tunisia
United Arab Republic – Egypt

Revised customs form for re-imported goods

HM CUSTOMS and Excise have introduced a revised form of declaration for re-imported goods arriving by ship or aircraft and on which relief from duty or purchase tax is claimed. (Form C. 179.)

The revised form does not require information about the ship or aircraft on which the goods are being re-imported nor the duty or purchase tax classification or particulars of previous exportation. The importer can thus complete the form before the goods arrive in this country. It is hoped that this simplification of the form will result in the speedier clearance of re-imported goods.

Supplies of the revised form C. 179 can be obtained from Customs and Excise Offices or from The Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

Distributive trades discuss EDC report

THE CONSORTIUM recently formed by four important trade associations in the distributive trades could be the first step towards rationalizing the 'vast proliferation of trade associations within the field of distribution', said Sir Hugh Weeks, chairman of the Distributive Trades Economic Development Committee, reporting on the conference held on May 10 to discuss the report *Trade Associations in the Distributive Trades* prepared by the National Economic Development Office. It was hoped, he said, to widen the membership of the consortium – at the moment the distributive trades have no central body who can make representations on their behalf to the Government.

About 100 association delegates, representing about half the total number of trade associations, attended the meeting. Among other things, possible ways of improving consultancy services were discussed. Proposals included the compilation of a full-scale register of consultants and the setting up of a consultancy service by the EDC in collaboration with the British Institute of Management and the Management Consultants' Association.

Other topics discussed arising from the inquiry were interfirm comparisons which might contain information useful to other industries, and the question of training. The Industrial Training Board for the Distributive Trades will be set up next year, and it is expected that the individual trade associations will be concerned mainly with the more specialized training of their members.

Distribution forum

A FORUM on 'Improving efficiency in distribution' has been organized by the British Institute of Management to take place in London on June 20. The forum is planned as the first of a series of four which will be held at three-monthly intervals. Full details are obtainable from the British Institute of Management, Management House, 80 Fetter Lane, London, E.C.4.

President of Board of Trade to visit North-east

MR. DOUGLAS JAY, President of the Board of Trade, will visit the North-east on May 19 and 20, when he will open two new industrial premises and a new Board of Trade Office and mark the sites of two new Advance Factories.

The industrial premises are a new factory for Lyle & Scott Ltd., (hosiery and knitwear manufacturers) on the Board's Team Valley Industrial Estate at Gateshead and a new laboratory apparatus factory built by James A. Jobling & Co. Ltd. (makers of heat resistant glassware) in Sunderland.

The Board of Trade Office to be officially opened is the Investment Grants Office at Billingham, Co. Durham.

On the morning of May 20 the President will visit the Council Offices of the Crook and Willington UDC and will then proceed to the Board of Trade industrial estate where he will mark the site of an advance factory whose construction will start very shortly. After a visit to the offices of the Brandon and Byshottles UDC for a short discussion the President will return to the Council's Meadowfield industrial estate to mark the site of a new advance factory and will lunch with the Chairman and members of the Brandon and Byshottles UDC.

During his tour the President will also make short visits to the factories of Jeremiah Ambler of Peterlee and Patons and Baldwins at Crook.

Note:

Five Board of Trade Investment Grants Offices have been opened to deal with applications for Investment Grants payable under the Industrial Development Act, 1966. Other Investment Grants Offices are at Cardiff, Glasgow, Liverpool and Southend. All these offices are fully operational but the office at Billingham is the first to be officially opened.

New factory for British Oxygen

BECAUSE of the rapid growth in demand for products to serve the fast-growing field of cryogenics, The British Oxygen Company Ltd. has taken two important steps in the development of its Cryoproducts activities. A separate trading division – Cryoproducts Division has been formed and the division is to open a new factory at Jarrow, Co. Durham.

Announcing the move, Mr. J. D. Ward, general manager of British Oxygen's Cryoproducts Division, said the factory should be ready to begin operation in the autumn and within a year will employ about 150 people. There will be recruiting locally for jobs in many categories – production workers, draughtsmen, scientists and technicians. The employment figure is expected to rise and eventually there should be employment for 500 in the factory which is on the Simonside Industrial estate. The factory is being bought from the government and BOC is receiving the usual development area grants.

Second government factory for Dolgellau

THE BOARD OF TRADE announce that another Government factory is to be built at Dolgellau, Merioneth, in addition to the 10,000 sq. ft. advance factory announced earlier this year by Mrs. Eirene White, Minister of State, Welsh Office. The advance factory is intended for a predominantly male employing project.

The factory, which is to be of 7,500 sq. ft., will be occupied by Swanwic Textiles Limited, who have operated in existing premises in Dollgellau since late 1965. Building of the factory will be financed by the Board of Trade, and construction will be the responsibility of the Welsh Industrial Estates Corporation.

Mr. D. P. Garbett-Edwards, Secretary of the Mid-Wales Industrial Development Association, said that work on the new factory would start later this year and should be completed by the summer of 1968. He welcomed the Government's decision to build a second factory in Dolgellau as a major step forward in the attempt to stem depopulation which has reached serious proportions in this area of Merioneth.

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, with members of the Hotel Loans Advisory Committee whom he met to discuss their work. Standing around the Minister, who is seated at the desk, are (from left to right) Professor F. Medlik, Sir Leonard Cooke, Sir William Slimmings, Mr. D. J. Davies, Mr. A. W. W. Hardie, Mr. C. R. Hinds Howell, Mr. E. C. Garner and Mr. N. K. Svendson.

Swanwic Textiles Limited is one of Britain's leading manufacturers of candlewick bath mats. The company employs 60 people at its factory in Wareham, and at present 12 women and two men are employed in Dolgellau. The factory will now enable the company to build up its labour force in Dolgellau to 60 or more.

Although no tenant has yet been found for the advance factory announced earlier this year, hopes are high that a company will be attracted there before the building is completed. Building of both factories is expected to go on side by side.

Both factories are to be built on land which has been the subject of a planning inquiry and whose industrial use has been approved on the direct intervention of the Secretary of State for Wales. The site, which totals four acres, was acquired by the Dolgellau Urban District Council especially for industrial use, and is currently being sold to the Board of Trade.

The news has brought an enthusiastic reaction from Dolgellau Urban District Council. The chairman, Cllr. J. E. Thomas, said: 'We are delighted that a new Government factory is to be built for Swanwic Textiles. Their further development in Dolgellau will, we believe, make a considerable contribution to the life and commerce of the town.'

This new factory at Dolgellau will be the 19th Government factory to be built in Mid-Wales (17 have been financed by the Development Commission and two by the Board of Trade). In addition, extensions, again Government financed, have already been approved for five at Machynlleth, Knighton, Brecon, Rhayader and Llandrindod Wells.

'Electricity for a dynamic Britain'

LEADERS of all sections of the electrical industry will meet at the British Electrical Power Convention from May 22-25 to discuss and plan the contribution which the industry will make to a more dynamic and rapidly expanding British economy. The Electricity Supply Industry, the United Kingdom Atomic Energy Authority, manufacturers, contractors, and distributive trades and professional associations will all be represented and delegates will discuss a number of papers under the theme 'Electricity for a Dynamic Britain'. Mr. Richard Marsh, Minister of Power will be the guest of honour and principal speaker at the convention dinner.

Rods for cigarette filter tips referred to Monopolies Commission

ANSWERING A Parliamentary Question on March 23, Mr. Douglas Jay, President of the Board of Trade, announced that he proposed to ask the Monopolies Commission to investigate the supply and export of rods for cigarette filter tips.

The reference was made on May 16 and is as follows:

REFERENCE TO THE MONOPOLIES COMMISSION RODS FOR CIGARETTE FILTER TIPS

'Whereas it appears to the Board of Trade that it is or may be the fact that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948, as amended by the Restrictive Trade Practices Act 1956, applies prevail as respects – (a) the supply in the United Kingdom; and (b) exports from the United Kingdom, of rods for cigarette filter tips:

'Now, therefore, the Board of Trade in pursuance of Section 2(1) of the said Act of 1948, as so amended, hereby refer to the Monopolies Commission the matters of such supply and of such exports:

'The Commission shall as respects such supply and such exports investigate and report whether the said conditions in fact prevail and, if so, in what manner and to what extent.

'The Commission, if they find that the conditions in question prevail, shall also investigate and report – (a) on the things which are done by the parties concerned as a result of, or for the purpose of preserving, those conditions; and (b) whether the conditions in question or all or any of the things done as aforesaid operate or may be expected to operate against the public interest.'

Any person or organization wishing to offer evidence in relation to this reference should write to the Secretary, Monopolies Commission, 8 Cornwall Terrace, Regent's Park, London, N.W.1.

Notes:

The Board of Trade are empowered to make references to the Commission in any case where it appears to them that monopoly conditions prevail. Some of the more important examples of monopoly conditions defined in the legislation are: (i) where at least one-third of all the goods of a particular description which are supplied in the United Kingdom are supplied by, or to, one firm, or two or more firms forming part of a group; (ii) where several firms, who together supply one-third or more of goods of a particular description, are so conducting their affairs as to restrict competition whether between themselves or others in the supply of the goods in question (except where they are doing so in pursuance of an agreement which is registrable under the Restrictive Trade Practices Act, 1956, and so susceptible to examination by the Restrictive Practices Court); (iii) in the case of export of goods, where at least one-third of all the goods of a particular description produced in the United Kingdom are produced by one firm.

The decision to make a reference to the Monopolies Commission does not in any way prejudge the question of whether or not any aspect of the monopoly conditions or practices operates against the public interest. It is for the Monopolies Commission to consider where the public interest lies in the light of a thorough investigation into the facts.

The Monopolies Commission already have the following monopoly references before them: (a) flat glass; (b) rayon and other cellulosic fibres; (c) electric lamps; (d) beer; (e) estate agents' services; (f) clutch mechanisms for road vehicles; (g) haircutting services for men.

In January, the President of the Board of Trade announced in the House of Commons that he was asking the Monopolies Commission to make a report on the general effect on the public interest of certain restrictive practices which may prevail in relation to the supply of professional services.

New telephone number for Official Receiver in Reading

THE TELEPHONE NUMBER of the Official Receiver in Bankruptcy at Reading has been changed to: Reading 57722/3/4 (STD code 0734).

Queen's Awards successes for SIMA members

THE MAIN PROBLEM in the future for the instrument industry may well be manpower availability, said Mr. J. A. Stafford, president of the Scientific Instrument Manufacturers' Association, at the SIMA annual luncheon on May 11. In five years since 1960 our total manufacturing labour force in all industries in the United Kingdom had increased by 2.1 per cent, compared with 21.6 per cent in Japan and 7.1 per cent in the United States. This was in spite of the fact that the working population in the United Kingdom increased by over a million people during those five years. It was none too early to consider the problem carefully and thoroughly.

Earlier, Mr. Stafford had pointed out that the instrument industry and in particular, members of SIMA, had gained more Queen's Awards this year than any other industry. 'It is interesting to note,' he continued, 'that of all the awards given, SIMA members this year increased their percentage share of the total compared with last year.'

'New Technology' describes progress in non-destructive testing

THE SCOPE and future for the new Non-Destructive Testing Centre at the Atomic Energy Research Establishment, Harwell, are described in the leading article of the *New Technology* May issue. Since its setting up in February, the Centre has had about 100 enquiries from firms and organizations and already has some 35 r. and d. projects under examination.

Other main articles this month are on metrication in industry, by Mr. D. A. Shepherd of the Standing Joint Committee on Metrication, and on computer-aided design (CAD) by Mr. F. Rock Carling, Head of the Ministry's computer research and development branch.

New Technology is published monthly by the Ministry of Technology with the co-operation of the Central Office of Information. It is distributed free to management in industry, commerce and finance, in the worlds of engineering, science and education. *New Technology* is obtainable on application to the Central Office of Information, Hercules Road, Westminster Bridge Road, London, S.E.1 (Waterloo 2345, Ext. 414).

CBI annual report

THE ANNUAL report of the Confederation of British Industry which was published on May 17 is the first account in any detail of the Confederation's work over a complete 12 month period. This is because the first annual report, published a year ago, spanned the closing days of the FBI, BEC and NABM.

Details from the report include the Confederation's close interest in the prices and incomes policy; the publication, in December 1966, of volume one of 'Europe Study' containing the conclusions and recommendations of its 24-man steering committee, set up soon after CBI was created. The committee concluded that there was a definite advantage in Britain's seeking entry into the EEC and its report is now serving as the basis for discussion with all sectors of industry. Part two of the study – published early this year – contains supporting papers supplied by various CBI committees.

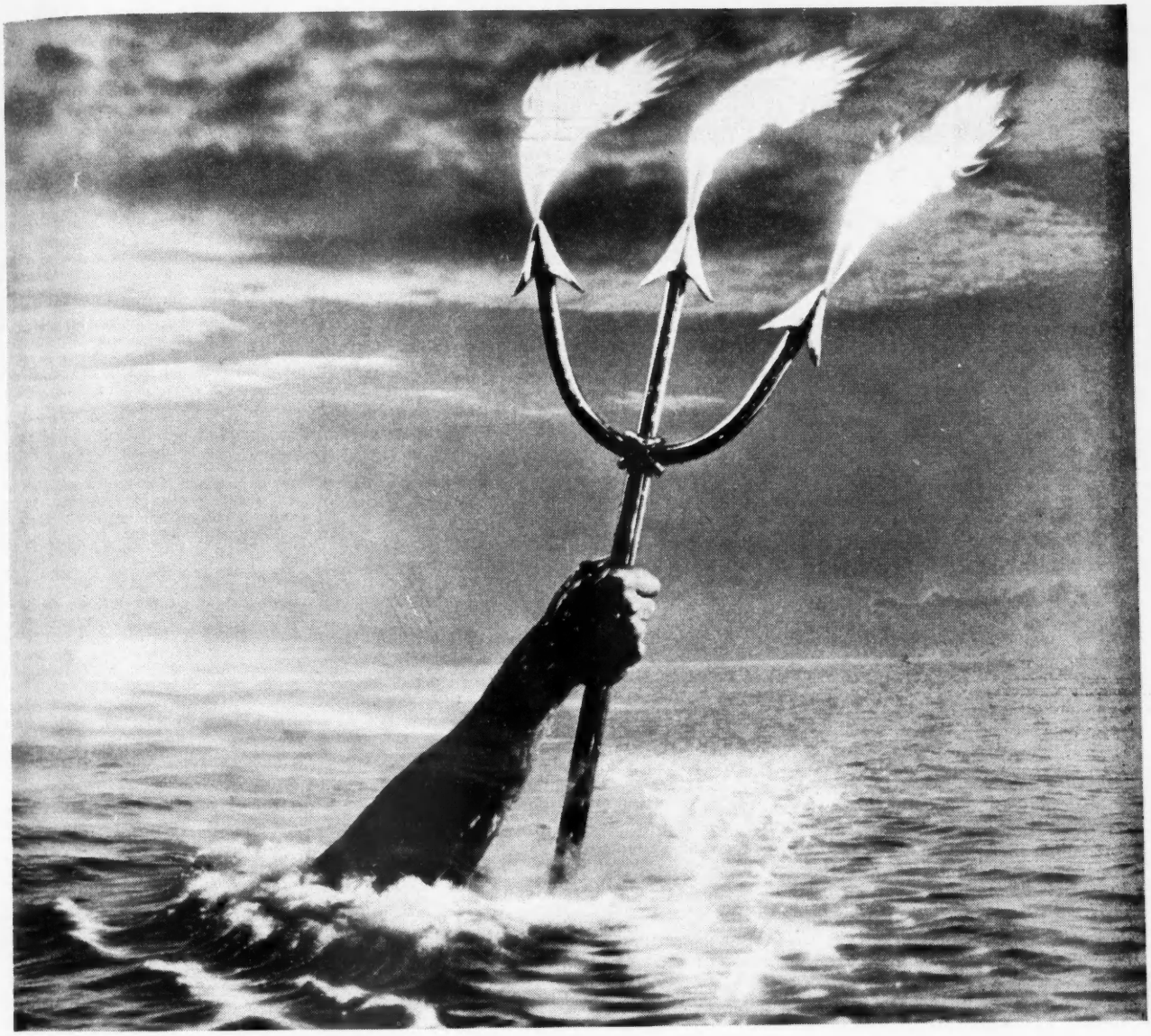
The annual report says that the CBI has closely studied the Government plans for reform of company law and on decimal currency.

Dealing with industrial design the report says that CBI have endorsed the proposal made by the CoID for a national exhibition of Technology and Design to be held in the 1970s and recommend that this event should coincide with Britain's transfer to the metric system and with the realization of the Crystal Palace centre.

The need for an effective working relationship between the Civil Service and Industry was the keynote of the evidence given to the Fulton Committee by the CBI.

On exports the CBI pledged to continue its support for the BNEC and has now disbanded its Export Promotion Policy Committee as it is now represented on the BNEC Overseas Promotions Committee.

During the year the CBI has held consultative talks with its counterpart organizations in West Germany and France, and closer collaboration was agreed to.



The flame from the sea is High Speed Gas

Deep beneath the sea, long before history began, nature was filling a vast storehouse of warmth for our comfort.

Now it has been discovered, and during the years to come this abundant heat will better the whole pattern of our work and leisure. There will be more and more heat for everyone.

The flame of the trident is rising from the sea - it is our natural heritage.

Fortune is smiling on us warmly. Let us make the most of this natural gift of High Speed Gas from the sea.

HIGH SPEED GAS... more and more heat for everyone

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

TUESDAY, MAY 9

Aircraft for New Zealand

Asked if he was aware that New Zealand was about to order Boeing 737 machines to replace its Viscount fleet because the United States offered long-term credit and why Great Britain did not offer equal financial arrangements, Mr. Douglas Jay, the President, said:

'I understand that the credit terms offered by the British firm were fully competitive with those offered by Boeing.'

Value of nuclear reactors

When asked the value of nuclear reactors so far exported from this country and the dates of the transactions, the President gave the following figures:

	£ million
1963	1.7
1964	4.6
1965	0.8
1966	0.6

Figures for earlier years are not available. (The apparatus and appliances covered by the Export List heading 'Nuclear Reactors' is as given in pages 1371-1373 of Volume 3 of the Explanatory Notes to the Brussels Nomenclature.)

WEDNESDAY, MAY 10

Advertising costs and selling prices

Asked whether the recent pressure for reduction in the selling price of a widely distributed branded commodity on the grounds of high promotion cost content in the selling price was to be now regarded as normal practice; and if so what other commodities were at present listed for similar attack, Lord Walston, Parliamentary Secretary, Board of Trade, said that the discussions between the President of the Board of Trade and the two major manufacturers of household detergents followed the recommendation of the Monopolies Commission that these manufacturers should be encouraged to reduce their selling expenses by 40 per cent and to pass on the saving to the consumers by a reduction of 20 per cent in their selling prices. The report was confined to the particular circumstances of that industry, and no other heavily advertised consumer goods in a comparable market situation are at present being investigated by the Commission.

A member asked if the President was aware that since April 27 manufacturers of detergents had reduced the price of their products by as much as 1s. 3d. per packet; and whether he would introduce legislation to enable him to take proceedings against these manufacturers for over-charging on these products prior to that date. Mr. Jay said: 'I am aware that both Unilever and Procter & Gamble have reduced the prices for some of their detergents, and that certain retailers have taken the opportunity of offering these at much reduced prices. I welcome this development.

'The answer to the second part of the question is "No".'

Colour television sets: advance rentals

Asked whether the Government would reduce the amount of advance rental required for the hire of colour television sets, with a view to making such sets more widely available to all sections of the community, Lord Walston replied that the control of advance rentals was linked with the control of down-payments under hire purchase agreements, and imposed for the purpose of restricting credit. A special concession for colour television sets would not be justified.

Government grants for airport construction

Asked which were those projects now receiving Government grants for airport construction or technical aid not yet completed; for what aerodromes, and for what purposes, had these grants been given; and what was the total cost outstanding, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, replied that the total amount of Government grant currently outstanding in respect of aerodrome development projects at non-state aerodromes was £1,152,747.

Hurn Airport

Asked whether, in view of the increased holiday traffic to the south coast, he would consider opening Hurn Airport for passenger aircraft on Saturdays for the season, Mr. J. P. W. Mallalieu said that the demand from operators for facilities to be provided on Saturdays was insufficient to warrant the cost reversing the decision taken last year to confine hours of opening at Hurn to week days, i.e. within the limits of a single watch, but he was keeping the matter under review.

Answering a further question on Hurn Airport, Mr. J. P. W. Mallalieu said that 23 licences were currently valid for operations from or via Hurn Airport, of which 19 were for scheduled services and four for inclusive tour charters.

Flight cancellations

A member asked how many aircraft were diverted from Abbotsinch and Turnhouse because of adverse weather conditions during January, February and March. Mr. J. P. W. Mallalieu answered: from Abbotsinch 16, 2 and 8; from Turnhouse 12, 54 and 62.

Regional development

The President was asked to state, in respect of total financial assistance to firms in Great Britain and Scotland, respectively, for the year ended March 31, 1967, the average capital commitment for each job expected to be created. He answered that the figure for Great Britain was £631 and for Scotland £537. These excluded advance factories built by the Board of Trade, for which no employment estimates were available.

The President was further asked to state for the year ended March 31, 1967, of the 36 applications approved by the Board of Trade Advisory Committee for firms in the North East region of the Northern Development Area; how many were for loans and how many for grants; and the estimated employment and sums involved. He replied that the information, which referred only to loans and grants made under Section 4 of the Local Employment Acts, was as follows:

	No.	Amount
Loans	26	£2,206,500
Grants	10	£249,260

Additional employment as estimated by firms: 6,107. It was not possible to give separate figures of employment associated with the individual types of assistance, since some applications were for both loans and grants.

Asked in what circumstances an industrial development certificate was granted for the industrial development now taking place at King's Mill, South Nutfield, Surrey, Mr. George Darling, Minister of State, Board of Trade, said that this development was taking place in consequence of an outline planning permission granted by Surrey County Council in 1963. No industrial development certificate was required as the production area involved was below the exemption limit of 5,000 sq ft. in operation at that time.

The President was asked what decision he had reached about the application for a building grant by the North Cornwall Abattoir Company Limited for the third and fourth phases of their project at Treburley. He replied 'I cannot comment on individual applications for assistance under the Local Employment Acts as these are confidential'.

Travel agencies

Questioned about the practice on the part of some agencies for foreign travel of contracting out of their common law liabilities and that hardship to holidaymakers might result; and what steps he proposed to take to ensure that such agencies took a reasonable share of legal responsibility to members of the public, Mr. J. P. W. Mallalieu said: 'I am aware of this practice. The need for general legislation on exclusion clauses will be considered in the light of the conclusions of the Working Party, set up by the Law Commission and the Scottish Law Commission, which is at present studying the subject'.

Price increases

Asked how many representations he had received since the Prices and Incomes Act 1966 came into force regarding price increases; in how many cases had advice been given by his department to companies and firms regarding such representations; an in how many instances prices had been reduced voluntarily, the President replied that some 4,500 since the Act came into force on August 12, 1966. This figure included representations of a general nature, and many of the specific cases duplicated one another or referred to increases made before the standstill. Firms were approached whenever it appeared that unjustified price increases might have taken place, and 21 cases were known in which this action resulted in the withdrawal of price increases.

Direct overseas investment

Asked if he would state the main countries in which the direct overseas investment of £314 million referred to in Command Paper No. 3244 took place, the President said: 'Detailed information is not yet available for 1966. Of the 1965 total of £316 million, about half was in Australia, South Africa, the European Economic Community and the United States; a full country analysis will be published in the *Board of Trade Journal* shortly'.

International motor insurance

Asked whether he had received the report of the Monopolies Commission on International Motor Insurance Cards; and when it would be available to Parliament, the President said: 'I received the Commission's report on May 4. It will be laid before parliament and published as soon as possible.'

Development areas

Asked what proposals he had to revise the boundaries of the development areas, the President said he had no immediate plans.

Answering two further questions which referred to the two Scottish schools illustrated in the booklet 'Room to Expand', the President said that the booklet was compiled within the Board of Trade. Any new edition would take account of constructive criticism.

Air fares in Scotland

The President was asked if he was satisfied that the increase of from 25 per cent to 50 per cent on some internal air fares in Scotland conformed with the prices and incomes standstill. He replied: 'I presume the Rt. Hon. Gentleman has in mind the application for increases in the applicable tariffs made to the Air Transport Licensing Board by all airlines operating domestic services. Increases proposed on internal Scottish services form a part of this. The application has not yet been heard by the Licensing Board, who are statutorily bound to have regard to the prices and incomes policy. I cannot in any way prejudge their decision.'

British European Airways

Asked if he would give an assurance that it remained the policy of HM Government to require British European Airways to re-equip with British aircraft, the President replied that there had been no change in Government policy since the statement by the then Minister of Aviation on August 2, 1966. Asked whether, in filling the place on the British European Airways Board which had been made vacant by the resignation of Mr. S. Kenneth Davies, CBE, he would appoint a Welsh representative, the President said that the overriding consideration must be that a member should have the personal qualities and experience that will make the greatest contribution to the airline.

The President was asked what British aircraft were under consideration by his department for the second half of British European Airways re-equipment programme; and if he would list their estimated development costs, passenger capacity and possible date of entry into service. He answered that apart from the airbus the British aircraft under consideration were the Trident 3-B, the BAC 2-11 and a modified VC-10. The manufacturers' estimates of the launching costs involved were approximately £17 million, £100 million and £5 million respectively. Passenger capacity with all tourist class configuration would be 139, 191 and 175 seats, and the estimated in-service dates based on information from the manufacturers would be 1971, 1972 and 1970 respectively.

Imports of textiles

Asked to what extent he was satisfied that the quota arrangements in relation to the import of cotton and man-made fibres and fabrics are not being evaded via Eire, Belgium, Portugal and other countries, the President said: 'Imports of fibres and fabrics containing less than 50 per cent of cotton are not restricted. I am satisfied that in the case of cotton fabrics, which are subject to restriction, there is little scope for evasion via third countries.'

The President was further asked whether he was aware of the damage to the cotton and man-made fibre industry by the excessive proportion of the annual quotas being exported in a brief period of the year; and whether he would take steps to limit these to a maximum of 30 per cent of each national quota in any one quarter. He replied: 'No, sir. In recent months imports under quotas do not appear to have been unduly concentrated in any period.'

Asked what study he had made of the provisions for import and export licences of cotton and man-made fibre exports provided in Eire, details of which have been sent to him; and to what extent he would seek to introduce this system in the United Kingdom, the President said his understanding was that the Government of the Irish Republic relied, as we do, on quantitative restrictions to limit imports from low-cost countries. In addition, they allowed manufacturers to import cloth from any source without payment of duty on condition that they placed a certain proportion of their orders with domestic suppliers. We could not do the same without being in breach of our international obligations.

United Kingdom export performance

Asked if he would publish a White Paper to show the Government's calculation of the relationship between earnings inflation and United Kingdom export performance, Mr. Jay replied that our export performance was determined by many factors, including changes in wage costs in this and other countries. An article on 'International Comparisons of Costs and Prices' would appear in the May issue of 'Economic Trends'.

Official receivers in bankruptcy

Asked what was the number of official receivers in bankruptcy in England and Wales; and what was the total cost to public funds of the bankruptcy service, Mr. Darling said: 'Official receivers in bankruptcy also deal with compulsory liquidations of companies. There are 34 official receivers in England and Wales.

'The total cost of the service to public funds (i.e. after deduction of fees, etc.) for the year to March 31, 1966, was about £966,000 (bankruptcy £887,000, companies winding up £79,000).

'Further information about bankruptcies and liquidations may be obtained from the Bankruptcy and Companies' general annual reports, copies of which are available in the library. It is hoped to publish the reports for 1966 shortly.'

Trade with the USSR

Asked whether, in the interest of promoting trade to the River Tyne, he would arrange for his local departmental officer to investigate with Northern industrialists the possibility of increasing on a reciprocal basis trade with the Union of Soviet Socialist Republics, Mr. Jay replied: 'The export services of the Board of Trade and its Regional Offices are available to help local and national export efforts to the USSR and all other markets.'

FRIDAY, MAY 12

Wood chipboard production

Asked what was the annual utilization of chipboard in Great Britain, and what percentage was processed in the country, Mr. Darling replied: 'United Kingdom production of wood chipboard in 1966 was 162,332 tons. In 1966 imports of wood chipboard were 53,585 tons and of other kinds of particle board, 36,969 tons, so United Kingdom production accounted for 64 per cent of total supplies. Exports are not separately recorded but are known to be small. Separate figures for Great Britain are not available.

Textile mill closures

A member asked how many textile mill closures there had been in each of the years since 1945. The President gave the following numbers of closures which had taken place since 1952 and included in some years, a good deal of double counting where mills were engaged on more than one activity. Very little information was available for earlier years.

NO. OF MILLS CLOSED

	Spinner	Waste spinner	Doubler	Weaver	Finisher
1952	3		8	20	3
1953	9		11	17	3
1954	4		9	14	6
1955	22		20	59	8
1956	18		18	75	11
1957	9	2	14	52	6
1958	16	3	13	80	8
1959	56†	3	25†	96†	11
1960	46†	—	15†(4)*	127†(2)*	9†
1961	3	1	8	10	49†(1)*
1962	13	3	10	29	6
1963	16	6	11	32	12
1964	8	5	6	15	8
1965	12	2	4	14	8
1966	13	4	9	33	11

*Figures in brackets closed during 1960-61 but not under the reorganization scheme.
†Reorganization closures.

Stockholm convention

The President was asked what information he had as to the steps taken by other European Free Trade Association countries to comply with the Stockholm convention on non-discrimination, with particular reference to textiles; and if he would make a statistical comparison between these steps and those taken by HM Government. He replied:

'The obligations imposed by the Stockholm Convention concerning non-discrimination are general and do not relate specifically to textiles. Their nature is such that a statistical comparison of steps taken by Member countries to implement them would not be possible. The relevant Articles of the Convention are, however, kept under review by the EFTA Council, and I have no reason to think that other Member countries are failing to comply with their obligations affecting textiles or otherwise'.

Development Area

Asked whether he was aware that the Associated Electrical Industries factory at Nelson would close June 11 next and that this closure would bring the registered unemployment figures to 4·5 per cent; and whether he would give urgent consideration to the designation of the area as a development area, Mr. Jay said that he would seek to encourage the development of new industry in this area by a liberal use of Industrial Development Certificates and in other ways but he did not consider that designation as a Development Area was the appropriate method.

Films Quota

Asked if he had decided the levels of the quotas of British films to be shown by exhibitors during the year beginning January 1, 1968, Mr. Jay replied: 'I have decided to accept the advice of the Cinematograph Films Council and to leave the exhibitors' quotas at 30 per cent for first feature films and 25 per cent for supporting programmes for the quota year beginning January 1, 1968'.

BOAC freighter

Asked if he had reached a decision on the recent request of the British Overseas Airways Corporation for approval to invest in a fourth Boeing 707-320C freighter aircraft, Mr. Jay replied 'Yes'.

Approval had been given for BOAC to purchase a fourth freighter for delivery in the autumn of 1968.

Periodical price changes

Asked how many periodicals had increased their prices since June 20, 1966, and in how many instances he received prior notification of the proposed price change, Mr. Jay said: 'The information required to answer the first part of the Question is not available. Since July 20, 1966, we have received prior notification of proposed increases in the prices of 33 periodicals.

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
May 23 & 24	**Machine tools, electronic equipment, miscellaneous stores.**	**Royal Ordnance Factory, Royal Arsenal, London, S.E.18.**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861.)**

Electronic stores including amplifiers; alternators; test sets; transformers; valves; condensers, etc.; ball and roller bearings; machine tools including, centre and capstan lathes; pillar and bench drills; circular and band saws; planing, punching and shearing machines; grinders; teleprinters and equipment; galvanized wire; wire rope; wireless equipment; trailer fire pumps; towing grit spreaders; tubular steel scaffold poles and steel pole couplers; wooden 30-ft. extension ladders; miscellaneous furniture including tables; sideboards; wardrobes; dressing chests; bedside lockers, etc.; china and glassware; kitchenware; MT spares; tyres; various tools; telephone equipment; clothing and textiles including BD blouses; greatcoats; raincoats; boots and shoes; jackets; shorts and trousers; jerseys, jerkins and drawers; blankets; mattresses; tentage; old webbing, canvas and hessian; mixed rags; berets, etc.; trailer mounted generator sets; Lancia outboard motor; 550 binoculars; theodolites; steel and aluminium lockers; and a large assortment of other miscellaneous stores.

June 1 .	**Aircraft spares, electrical equipment, miscellaneous stores including:**	**No. 25 Maintenance Unit, RAF, Hartlebury, Worcs.**	**Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster, Worcs. (Tel. Kidderminster 2053.)**

Miscellaneous aircraft wheels; hydraulic equipment; parachute assemblies; rubber dinghies; Lister diesel engines; test equipment; cameras and photographic equipment; film and bromide paper; alternators; inverters; transformers; actuators; regulators; meters; switches; generators; prismatic binoculars; theodolites; clothing including greatcoats, raincoats, jackets, trousers, khaki drill, shirts, underwear, etc.; electric motors; fuel pumps; furniture; wooden cases and a large quantity of miscellaneous stores.

June 6 to 9 .	**Private and commercial vehicles, road making equipment including:**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272.)**

Ford 'Consuls', 'Zephyrs'; Morris 'Mini Minors' saloons and Travellers; Austin 'Cambridge' saloons; Standard saloons and estate cars; Land Rovers; Hillman 'Huskys'; Austin, Morris, Bedford vans; Vauxhall 'Victor' saloons; Bedford 'Utilecons'; Bedford, Morris, Thames trucks; Scammell breakdown trucks; AEC 'Matadors'; large trailer mounted fire pumps; heavy duty and breakdown vehicles.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

SALE BY TENDER

1. Electrical (DC) Overhead Travelling Cranes and Gantries. Capacity 2 tons to 200 tons. Spans 30 ft. to 60 ft.

2. Overhead Hand Operated Travelling Crane. Capacity 10 tons. Span 18 ft. 4 in.

Located at Royal Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18. Permission to view on presentation of Tender Form, obtainable only from Ministry of Defence (A), Directorate of Army Sales (Sales 4 c ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m., June 13, 1967.

MINISTRY OF PUBLIC BUILDING AND WORKS

1967	Description of Goods	Location	Auctioneers
July 4 and August 1	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. Wembley 3212/3/4.)

Catalogues: Direct from auctioneer, price 6d. View days: Day preceding and morning of sale.

Note: The sale advertised for July 18, 1967, will not now take place.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	154	118	170	185	150	+579	+354	+72	+47
1965	128	132	155	148	126	108	159	130	166	190	156	+340	+217	+19	+43
1966	130	133	162	156	128	109	161	131	162	184	167	+199	+112	+ 3	+ 6
1965															
2nd quarter	127	131	153	146	124	107	158	124	170	187	156	+ 93	+ 82	— 5	+ 3
3rd quarter	128	132	155	150	126	108	157	131	158	190	153	+108	+ 61	+21	+17
4th quarter	129	133	158	151	126	109	161	131	168	189	158	+ 80	+ 35	+13	+14
1966															
1st quarter	131	134	166	155	130	110	160	135	165	181	159	+ 73	+ 53	N/C	+19
2nd quarter	129	133	161	157	129	110	160	127	166	184	166	+ 58	— 11	—15	+26
3rd quarter	130	134	159	156	126	109	163	132	163	183	174	+ 91	+ 84	+20	—15
4th quarter	130	131	161	157	126	109	160	130	154	188	168	— 18	— 13	— 1	—24
1967															
1st quarter						109									+14
1966															
September		132				108									
October		131				108									
November		130				109									
December		131				109									
1967															
January		132*				109									
February		131*				109									
March						110									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	£ million
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—109
1966	153	104*	136·9	+3·9	114·5	133·0	168·4	325	255		158	155	— 61
1965													
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 71
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 37
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 7
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 42
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	—104
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253		161	157	— 50
4th quarter	153	104*	138·6	+3·8	113·0	133·5	169·8	417	206		147	164	+135
1967													
1st quarter			139·3	+3·6	112·0*	133·5*	171·4	458	188		164	166	
1966													
September	159	109	137·6	+3·6	112·8	133·8	169·8	344	235		154	159	
October	158	105*	137·9	+3·8	113·3	133·5	169·8	377	217		150	163	
November	155	107*	138·8	+4·0	113·3	133·5	169·8	424	201		137	169	
December	153	104*	139·0	+3·7	112·4	133·5	169·8	449	200		157	158	
1967													
January	153*	106*	139·2	+3·6	112·5	133·6	170·9	454	191		172	174	
February	151*	106*	139·4	+3·7	112·3	133·6	171·3	454	188		163	167	
March			139·4	+3·5	111·2*	133·4*	171·9	467	184		157	156	
April					110·2*	133·3*		495	174		174*	163*	

*Provisional. †Not seasonally adjusted.

United Kingdom trade in April

Summary

THERE APPEARS to be a pause in the growth of exports after the rapid increase in the second half of last year. Over the four months to April, exports were at a rate some 6½ per cent higher in value than the average for last year. Imports were high in April; to some extent this was an erratic movement, and it is too soon after the lifting of the import charge to assess satisfactorily the current trend.

Visible trade balance

In April there was a visible trade deficit of £44 million seasonally adjusted. In the first quarter the deficit averaged £7 million a month.

United Kingdom trade
Table 1 (A)

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f. Total	Imports c.i.f. Excluding – US military aircraft etc.		Re-exports f.o.b.	Visible trade balance†
1964	368		475		13	—45
1965	394		479		14	—22
1966	420		496		16	— 9
1965 1st quarter	384		457		13	—12
2nd quarter	381		484		13	—41
3rd quarter	399		487		15	—25
4th quarter	412		489		16	—11
1966 1st quarter	416		507		16	—24
2nd quarter	395		495		16	—34
3rd quarter	426		513		16	—20
4th quarter	444	470		470	17	+41
1967 1st quarter	450	524		523	15‡	— 7*
1966 November	461		433		16	+92
December	427	503		502	16	— 7
1967 January	471	550		550	18	— 7*‡
February	453	522		522	15	— 1*
March	424	501‡		499‡	14	—13*‡
April*	440	557		550	15	—44*
Nov. 1966-Jan. 1967	453	495		495	17	+26*
1967 Feb.-April*	439	527		524	15	—19*

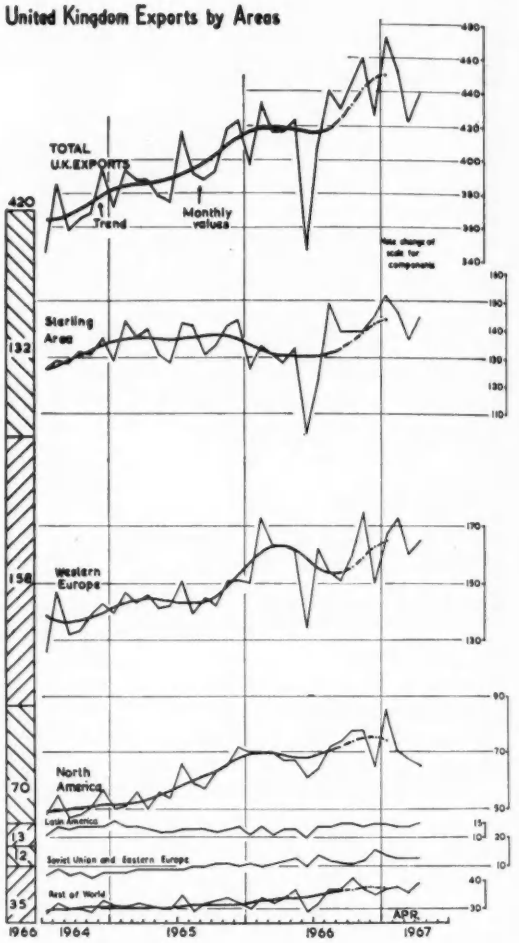
† Excluding transactions relating to US military aircraft financed by Exim Bank credit (see Notes).
* Provisional estimates.
‡ Revised estimates.

Table 1 (B)

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	419·7	489·0	15·9
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	458·2	472·0	17·3
1967 1st quarter	444·8	536·5	15·4
April*	438·1	533·4	15·5

* Provisional estimates.

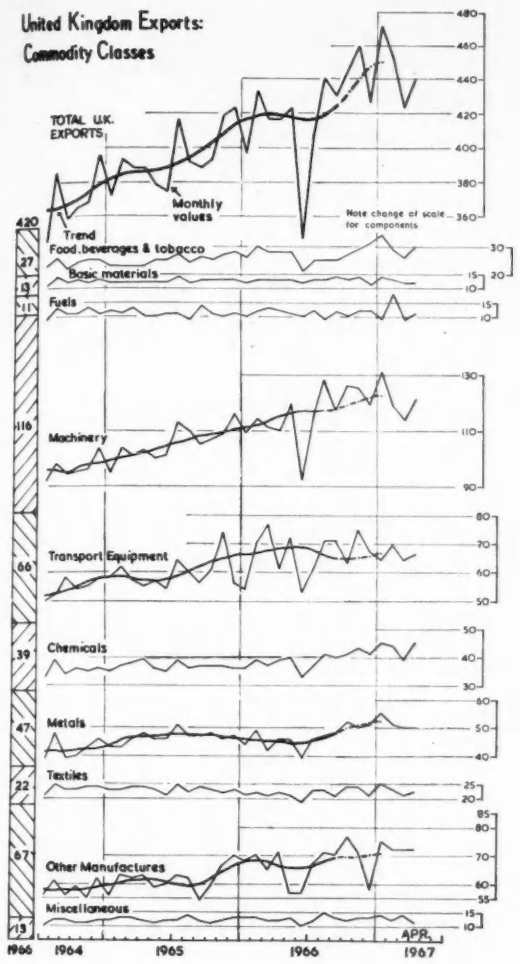


United Kingdom Exports: Areas†
Table 2

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

	Total	Sterling Area	Western Europe Total	Western Europe EEC	Western Europe EFTA	North America	Latin America	Soviet Union and Eastern Europe	Rest of World
1966 Year	420	132	158	80	62	70	13	12	35
2nd quarter	395	121	153	76	59	65	12	12	33
3rd quarter	426	137	156	77	60	70	14	12	35
4th quarter	444	140	161	82	63	73	15	13	38
1967 1st quarter	450	145	167	82	67	75	14	13	37
February	453	146	173	82	74	70	14	13	38
March	424	136	160	80	64	67	14	13	36
April*	440	144	165	83	66	65	15	13	39
1966-7 Nov.-Jan.	453	145	164	83	63	76	15	14	37
1967 Feb.-Apr.*	439	142	166	82	68	67	14	13	38

* Provisional estimates.
† Burma is included with the 'Rest of the World' and from January, 1966, figures for Rhodesia have been excluded from the sterling area and are included with those for the 'Rest of the World.'



Exports

Exports in April were £440 million, seasonally adjusted. The variability in the recent monthly totals makes it difficult to judge the underlying trend. The comparison of three monthly periods shows exports in February to April at £439 million a month to be some 4 per cent higher than in the same months last year, though 3 per cent lower than in the three months ending January. The latter comparison, however, is much affected by the high figure for January. It now looks as if exports may be running a little below the high rate recorded late last year and early this year.

The tendency for the value of exports to level in recent months seems to be due mainly to a fall in shipments to the United States after the previous rapid expansion; this partly reflects a decline in deliveries of aircraft from the recent high level. In addition, exports to the Common Market countries showed little further growth this year, and there has been some drop in shipments to Germany. Exports to the EFTA countries continued to rise, and exports to the sterling area were at a significantly greater rate than in the fourth quarter of 1966.

Exports of machinery weakened in recent months after their strong growth throughout 1966. There was also some fall in deliveries of ships and aircraft but exports of road motor vehicles recovered. Exports of chemicals and food continued to rise.

(*Continued on next page*)

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Table 3. United Kingdom exports: Commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

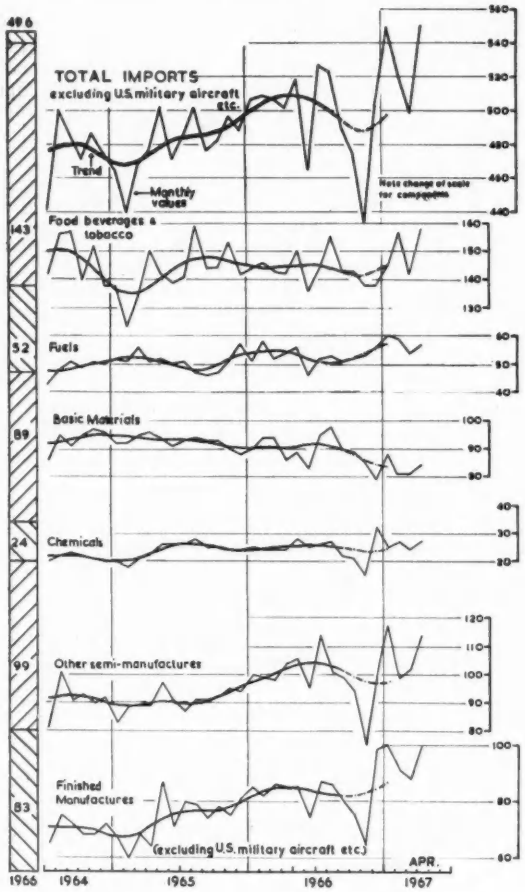
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									
					Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	Miscellaneous
						Total	Machinery	Road motor vehicles	Other transport equipment					
1966 Year	420	27	13	11	356	182	116	48	18	39	47	22	67	13
2nd quarter	395	26	13	11	333	169	107	46	16	37	44	21	62	12
3rd quarter	426	25	13	11	365	186	120	51	16	39	47	22	69	13
4th quarter	444	29	13	11	377	193	124	48	20	42	51	23	69	13
1967 1st quarter	450	30	13	12	381	190	121	51	16	43	52	23	73	14
February	453	29	13	18	381	190	119	51	19	44	51	23	72	12
March	424	26	12	9	357	176	114	49	18	39	50	21	72	14
April*	440	30	12	11	374	186	121	49	17	45	50	22	72	11
1966-7 Nov.-Jan.	453	31	13	11	383	196	125	50	19	43	52	23	68	13
1967 Feb.-Apr.*	439	28	12	13	371	184	118	50	18	43	51	22	72	13

* Provisional estimates.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Imports by Commodity Classes



Imports

The value of imports in April was £557 million, seasonally adjusted; excluding arrivals of military aircraft from the United States it was £550 million. The series of import figures always shows much variation from month to month and recent figures have been particularly erratic. All the main commodity groups and most of the main sources of imports have shown increases.

In recent months arrivals of food, drink and tobacco have been higher; partly due to the increased imports of higher valued tobacco from North America. Imports of basic materials in recent months have tended to level out after the decline in the second half of last year. The trend in imports of semi-manufactures and of finished manufactures is obscured by the disturbance to the figures before and after the removal of the import charge. Imports of semi-manufactures in the seven months ending in April averaged about 2 per cent less than the rate in the first nine months of last year; but imports of finished manufactures were 5 per cent higher.

Notes:

(*1*) Detailed particulars of United Kingdom imports, exports and re-exports will be published on May 25*, and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade for June, due to be published on or about June 27.

(*Continued on page* 1294)

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 *headings) and the Export List* (2,900 *headings); there are* 192 *specified countries of consignment.*

This fully detailed information is not published on a monthly basis, but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Application should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 *Victoria Avenue, Southend-on-Sea (Tel. Southend (O.SO2)* 49421, *Ext.* 316 *for Imports and Re-exports, Ext.* 314 *for Exports, telex* 9912 *CUSEX Southend).*

Table 4. Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Total	Total excluding US military aircraft etc.	Food beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft etc.	
1966 Year	496		143	52	212	89	25	99	83		7
2nd quarter	495		142	52	213	86	26	102	82		6
3rd quarter	513		147	52	224	94	25	105	84		6
4th quarter	470	470	140	51	196	84	23	89	79	79	7
1967 1st quarter	524	523	148	57	215	83	26	106	94	93	7
February	522	522	157	59	207	81	27	99	91	91	7
March	501	499	142	54	208	81	24	102	90	88	5
April*	557	550	158	57	225	84	27	114	107	100	6
1966-7 November-January	495	495	140	56	206	84	24	97	87	87	7
1967 February-April*	527	524	152	57	213	82	26	105	96	93	6

* Provisional estimates.

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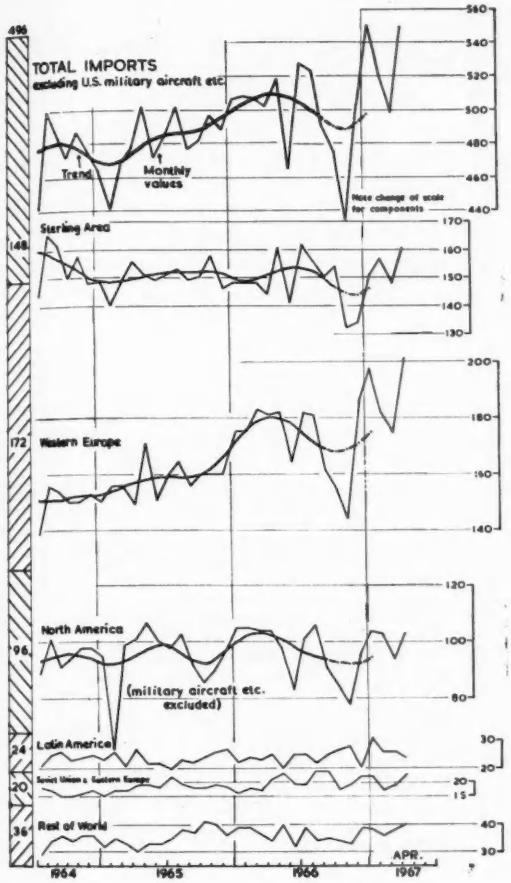
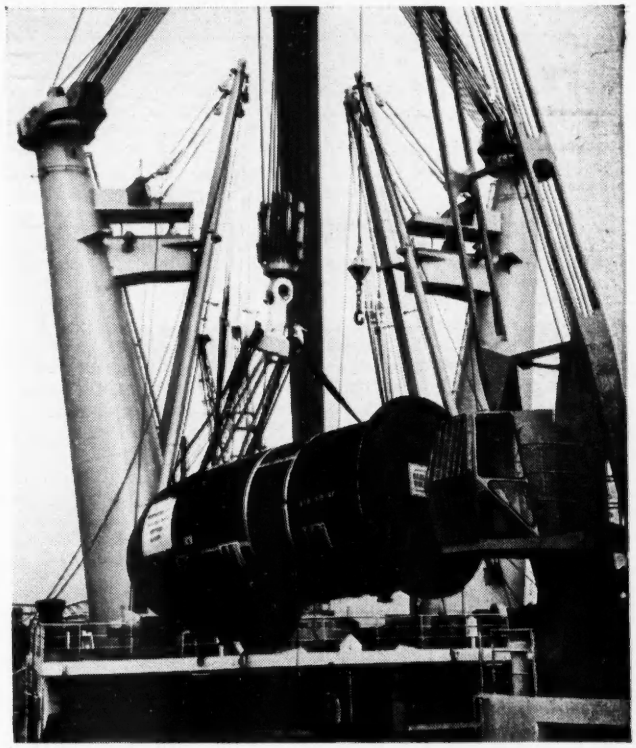
Imports by Areas





The first of two 70-ton sections of spiral casing for turbine gear being loaded aboard the 'Australia Star' at Plantation Dock, Glasgow, for shipment to New Zealand, where it will form part of the underground power station at Manapuri, in the South Island. Altogether, 400 tons of equipment are being supplied by Britain for this project.

Table 5. Imports: Areas†

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Total	Total excluding US military aircraft etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft etc.			
1966 Year	496		148	172	96		24	20	36
2nd quarter	495		149	176	95		23	21	35
3rd quarter	513		156	175	99		24	22	36
4th quarter	470	470	140	162	86	85	25	19	35
1967 1st quarter	524	523	152	185	102	101	27	19	37
February	522	522	157	182	104	103	26	17	36
March	501	499	148	175	97	94	26	19	38
April*	557	550	161	201	110	103	24	23	40
1966-7 November-January	495	495	139	176	93	92	26	21	37
1967 February-April*	527	524	155	186	103	100	25	20	38

* Provisional estimates.
† Burma is included with the 'Rest of the World' and from January 1966 figures for Rhodesia have been excluded from the sterling area.

(Continued on next page)

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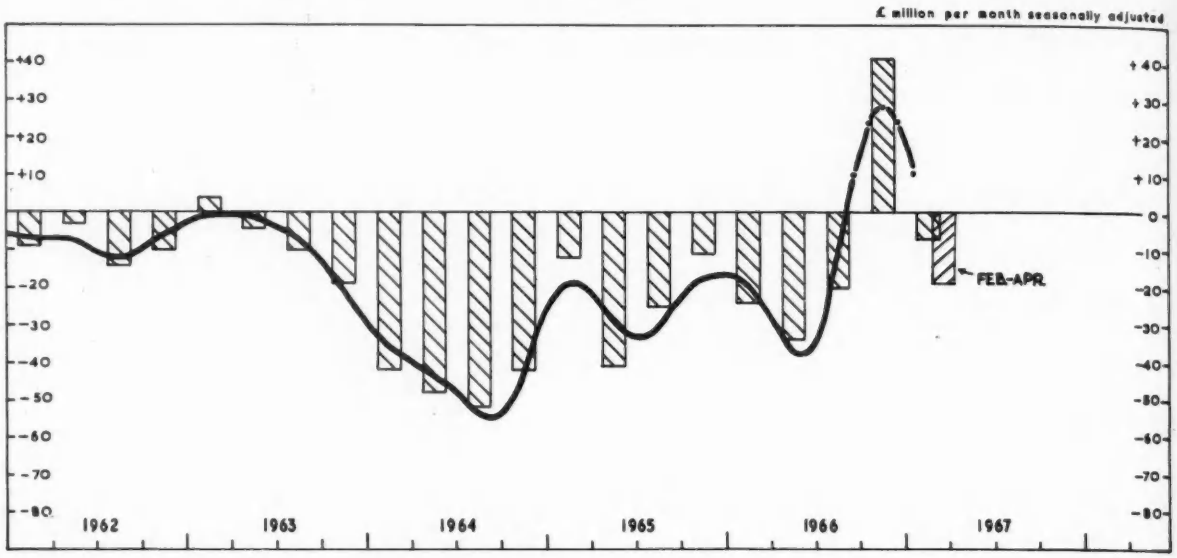
VISIBLE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month. (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

(*b*) *Trade balance*

The figures for trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

(*2*) *Visible trade balance*

(*a*) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which insofar as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts. The total current account in the balance of payments comprises two main components, the visible trade account and the invisibles account. The latter is usually in significant surplus; over the five years 1961-1966 it averaged £150 million a year.

(*b*) *Purchases of US military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of US military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is to be shown in the quarterly balance of payments statistics published in *Economic Trends*.

* *Accounts relating to the Overseas Trade of the United Kingdom*, April, 1967, Her Majesty's Stationery Office, price, 30s., by post 31s.

† *Report on Overseas Trade*, published by Her Majesty's Stationery Office, price 4s. by post 4s. 5d. Annual Subscription £2 14s., including postage.

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Industrial countries' trade and production in 1966

THE VALUE of *industrial countries' exports* increased by about 10½ per cent in 1966. This was a little faster than in 1965 (when the increase compared with 1964 was 9½ per cent*) and well above the 7½ per cent average growth rate in the decade 1955-65. Exports to the industrial countries rose by 11½ per cent; exports to primary producing countries by 8 per cent. In each case the increase was slightly faster than in 1965.

In total, industrial countries' exports rose rather faster in the third and fourth quarters of 1966 than in the first two quarters of the year. This however, was the result of different movements in their exports to primary producers and their exports to each other. After increasing by 3 per cent in the first quarter, the rate of growth of industrial countries' intra-trade slackened to 1 per cent in each of the second and third quarters, and recovered to 2½ per cent in the fourth. The rate of growth of exports to primary producers, on the other hand, which had been negligible in the first quarter, increased to 3 per cent in the second quarter and to 6 per cent in the third, but fell back to 1 per cent in the fourth.

Among the industrial countries, exports from both the United States and Canada increased much faster than in 1965, but not as fast in 1964 (Table 2). The only other country to record faster growth was West Germany, whose exports increased by 12½ per cent compared with 10½ per cent in 1965. The rate of growth of exports from both Japan and Italy slowed down considerably compared with 1965 and 1964, and French exports also increased less rapidly. The increase in United Kingdom exports in 1966, at 7 per cent, was about the same as in 1965.

Provisional estimates of *exports of manufactured goods* by the main manufacturing countries in 1966 show an increase of 11½ per cent compared with 1965. This was much the same as the increase in 1965 compared with 1964. Faster growth of exports from the United States, Canada and West Germany in 1966 was offset by slower rates of increase from Belgium-Luxembourg, France, Italy and Japan. United Kingdom exports of manufactures increased by 7 per cent compared with 8 per cent the previous year.

Early estimates of *primary producers' exports* in 1966 suggest an increase of about 6½ per cent, compared with 5½ per cent in 1965. Combined with the figures for industrial countries' exports, these estimates show a rise in *world exports* of about 9½ per cent in 1966 compared with 8½ per cent in 1965.

Imports into industrial countries increased by 11 per cent in 1966 compared with 9½ per cent in 1965. Imports into the United States rose by 19 per cent, and imports into Italy, France and Japan also rose sharply. There was a marked deceleration in the growth of West German imports.

Industrial production

Industrial countries' industrial production increased by about 7 per cent in 1966, much the same as in 1965. This was the result of faster growth in France, Italy and Japan being offset by slower growth in West Germany, Belgium, Sweden and the United Kingdom. The pattern through the year was of a very sharp rate of increase in the first quarter, tapering off progressively in subsequent quarters. This largely reflected the pattern of industrial production in the United States.

Definitions

In this article the industrial countries comprise all members of the OECD, including the United States, Canada and Japan. All other countries are described as primary producers. The Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania, Cuba and the People's Republic of China are excluded as reporting countries, but are included as markets for exports and as suppliers of imports.

Manufactures are the products defined by Sections 5 to 8 inclusive of the SITC. The main manufacturing countries are the 12 countries shown in Table 4. In 1964 these countries exported 95 per cent of all exports of manufactures from the industrial countries.

France includes the Saar up to June 1959. The German Federal Republic includes the Saar from July 1959.

The figures of exports in Tables 1 and 4 exclude United States 'special category' exports, for which no destination information was issued in past years by the United States authorities. Many classes of goods were removed from the special category at the beginning of 1965, introducing discontinuities into the series. United States exports in 1964 of manufactures which have since been removed from the special category are estimated to have totalled approximately $1,030 million.

(Tables on following pages)

* Where comparisons are made between 1964 and 1965 in exports from industrial countries and in world exports the discontinuities in the series (see Definitions) have been estimated and allowed for.

Statistics on Incomes, Prices, Employment and Production

Issues of this bulletin appear at regular intervals and give factual and up-to-date information on wage rates, earnings, hours of work and other conditions of employment, manpower, prices, production, profits and other relevant subjects. Part of the information included has not previously been published.

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Table 1: World trade

Quarters or quarterly averages, seasonally adjusted

US $ thousand million

	Exports (f.o.b.) from						Imports (c.i.f.) into		
	Industrial countries (a)				Primary producers	World (a)	Industrial countries	Primary producers	World
	To industrial countries	To primary producers	To world						
			Total	Manufactures (b)					
1958	9·87	6·28	16·15	10·51	7·23	23·38	16·96	8·27	25·23
1959	11·07	6·17	17·25	11·36	7·68	24·92	18·50	8·17	26·67
1960	12·75	7·02	19·76	13·11	8·14	27·90	20·70	9·19	29·88
1961	13·76	7·11	20·87	13·83	8·29	29·16	21·84	9·34	31·18
1962	14·81	7·08	21·89	14·67	8·73	30·62	23·56	9·52	33·09
1963	16·36	7·53	23·89	15·91	9·53	33·42	25·91	9·98	35·89
1964	18·62	8·57	27·19	18·26	10·44	37·64	29·02	11·15	40·18
1965	20·86	9·25	30·11	20·68	11·00	41·11	31·82	11·91	43·73
1966	23·27	10·00	33·27	23·03p	11·70p	44·98p	35·38	12·56p	47·94p
1962 1st quarter	14·42	6·97	21·45	14·27	8·57	29·99	23·21	9·38	32·52
2nd quarter	14·74	7·22	21·91	14·71	8·59	30·49	23·15	9·35	32·55
3rd quarter	15·05	7·18	22·18	14·96	8·87	31·06	23·89	9·77	35·68
4th quarter	15·03	6·95	22·01	14·74	8·87	30·92	24·00	9·59	33·60
1963 1st quarter	15·11*	7·04*	22·16*	14·86*	9·09	31·23*	23·96*	9·60	33·58*
2nd quarter	16·23	7·63	23·83	15·89	9·32	33·13	25·77	9·99	35·75
3rd quarter	16·75	7·59	24·31	16·26	9·78	34·08	26·77	10·05	36·79
4th quarter	17·37	7·86	25·27	16·65	9·91	35·23	27·14	10·27	37·42
1964 1st quarter	18·01	8·08	26·09	17·44	10·29	36·35	28·08	10·61	38·71
2nd quarter	18·50	8·48	26·95	18·14	10·40	37·34	29·23	11·05	40·28
3rd quarter	18·49	8·70	27·14	18·28	10·32	37·44	28·97	11·34	40·30
4th quarter	19·49	9·03	28·59	19·19	10·76	39·42	29·81	11·61	41·41
1965 1st quarter	19·57*	8·70*	28·27*	19·62*	10·67	38·90*	29·81*	11·57	41·41*
2nd quarter	20·58	9·45	30·00	20·73	10·98	40·96	31·71	12·07	43·77
3rd quarter	21·09	9·42	30·47	20·87	10·98	41·43	32·34	12·08	44·40
4th quarter	22·21	9·43	31·71	21·51	11·37	43·17	33·40	11·93	45·34
1966 1st quarter	22·83	9·46	32·30	22·43	11·62	43·86	34·63	12·45	47·13
2nd quarter	23·07	9·75	32·79	22·71	11·67	44·44	35·00	12·19	47·19
3rd quarter	23·32	10·34	33·62	23·17	11·86	45·45	35·88	12·75	48·58
4th quarter	23·87	10·45	34·39	23·81p	11·65p	46·15p	36·02	12·85p	48·88p

(a) Excluding United States Special Category exports (see Definitions).
(b) Exports of manufactures by the main manufacturing countries (see Definitions).
p Provisional.
* Significantly affected by a dock strike in the United States.
Note: Because all series are seasonally adjusted independently, the sum of the component series does not necessarily equal the total. The seasonal adjustments have been revised.

Table 2: Exports from industrial countries

Quarters or quarterly averages, seasonally adjusted.

US $ thousand million

	Exports (f.o.b.) from									European OECD Intra-trade
	United States (a)	Canada	Japan	European OECD	United Kingdom	EEC	German Federal Republic	France	Italy	
1958	4·09	1·27	0·72	10·09	2·37	5·69	2·20	1·28	0·63	5·14
1959	4·10	1·35	0·86	10·94	2·49	6·31	2·45	1·40	0·73	5·71
1960	4·89	1·39	1·01	12·50	2·65	7·43	2·86	1·72	0·92	6·83
1961	5·04	1·46	1·06	13·43	2·77	8·09	3·17	1·81	1·05	7·72
1962	5·24	1·49	1·23	14·15	2·84	8·56	3·32	1·84	1·18	8·53
1963	5·61	1·62	1·36	15·44	3·06	9·40	3·65	2·02	1·27	9·59
1964	6·42	1·93	1·67	17·36	3·20	10·65	4·05	2·25	1·49	10·90
1965	6·64	2·03	2·11	19·24	3·43	11·98	4·47	2·51	1·80	12·05
1966	7·35	2·39	2·45	21·03	3·67	13·16	5·03	2·73	2·01	13·11
1962 1st quarter	5·15	1·47	1·15	13·91	2·76	8·53	3·24	1·85	1·16	8·25
2nd quarter	5·39	1·47	1·21	14·13	2·88	8·48	3·33	1·78	1·19	8·42
3rd quarter	5·36	1·48	1·28	14·22	2·86	8·60	3·35	1·85	1·17	8·64
4th quarter	5·11	1·51	1·26	14·36	2·87	8·74	3·37	1·89	1·20	8·80
1963 1st quarter	5·07*	1·55	1·26	14·31	2·95	8·61	3·29	1·86	1·22	8·75
2nd quarter	5·61	1·58	1·31	15·42	3·02	9·46	3·60	2·07	1·28	9·53
3rd quarter	5·72	1·58	1·38	15·81	3·11	9·64	3·72	2·07	1·29	9·84
4th quarter	6·02	1·76	1·47	16·02	3·14	9·76	3·87	2·09	1·31	10·12
1964 1st quarter	6·17	1·85	1·45	16·87	3·18	10·34	4·02	2·22	1·37	10·60
2nd quarter	6·19	1·93	1·60	17·06	3·17	10·43	3·99	2·21	1·45	10·80
3rd quarter	6·48	1·97	1·69	17·19	3·16	10·57	3·98	2·20	1·54	10·75
4th quarter	6·79	1·90	1·88	18·03	3·27	11·08	4·18	2·33	1·55	11·27
1965 1st quarter	5·57*	1·94	2·04	18·55	3·34	11·54	4·43	2·33	1·70	11·65
2nd quarter	6·87	1·96	2·13	18·83	3·31	11·73	4·37	2·47	1·79	11·76
3rd quarter	6·91	2·01	2·18	19·43	3·48	12·05	4·45	2·60	1·80	12·12
4th quarter	7·11	2·17	2·10	20·09	3·59·	12·54	4·65	2·66	1·84	12·65
1966 1st quarter	7·18	2·33	2·37	20·30	3·63	12·60	4·83	2·63	1·93	12·83
2nd quarter	7·18	2·30	2·38	20·90	3·45†	13·20	4·94	2·77	2·05	13·12
3rd quarter	7·50	2·39	2·46	21·21	3·71	13·28	5·12	2·78	2·00	13·08
4th quarter	7·59	2·51	2·57	21·66	3·87	13·53	5·24	2·73	2·06	13·31
1967 1st quarter			2·57		3·91		5·44			

(a) Excluding Department of Defence shipments.
* Significantly affected by a dock strike.
† Significantly affected by the seamen's strike.

Table 3: Imports into industrial countries

Quarters or quarterly averages, seasonally adjusted.

US $ thousand million

	Imports (c.i.f.) into								
	United States (a)	Canada (a)	Japan	European OECD	United Kingdom	EEC	German Federal Republic	France	Italy
1958	3·18	1·34	0·76	11·04	2·68	5·74	1·85	1·40	0·79
1959	3·75	1·48	0·90	11·68	2·86	6·05	2·09	1·28	0·84
1960	3·66	1·42	1·12	13·83	3·26	7·40	2·54	1·57	1·19
1961	3·59	1·43	1·45	14·70	3·18	8·04	2·74	1·67	1·31
1962	4·06	1·46	1·41	16·02	3·24	8·93	3·07	1·88	1·52
1963	4·25	1·52	1·69	17·81	3·49	10·11	3·26	2·18	1·90
1964	4·65	1·74	1·99	20·08	3·99	11·23	3·65	2·52	1·81
1965	5·32	2·00	2·04	21·78	4·03	12·25	4·37	2·59	1·84
1966	6·34	2·28	2·38	23·58	4·17	13·42	4·51	2·97	2·14
1962 1st quarter	3·94	1·51	1·49	15·68	3·17	8·58	3·05	1·88	1·41
2nd quarter	4·03	1·46	1·39	15·71	3·23	8·72	3·05	1·78	1·47
3rd quarter	4·18	1·48	1·37	16·27	3·32	9·03	3·05	1·93	1·60
4th quarter	4·08	1·40	1·38	16·52	3·24	9·25	3·14	1·95	1·66
1963 1st quarter	4·03*	1·44	1·48	16·38	3·27	9·25	3·09	1·99	1·66
2nd quarter	4·20	1·49	1·61	17·73	3·43	9·98	3·26	2·16	1·90
3rd quarter	4·41	1·54	1·75	18·30	3·56	10·28	3·31	2·20	2·05
4th quarter	4·36	1·60	1·90	18·62	3·68	10·52	3·21	2·39	1·99
1964 1st quarter	4·41	1·68	1·98	19·69	3·94	11·09	3·40	2·52	2·03
2nd quarter	4·54	1·75	1·97	19·89	4·01	11·10	3·45	2·50	1·88
3rd quarter	4·73	1·74	1·92	19·96	3·99	11·07	3·74	2·49	1·61
4th quarter	4·84	1·78	2·07	20·49	4·01	11·47	3·98	2·53	1·68
1965 1st quarter	4·75*	1·84	1·98	20·62	3·84	11·52	4·13	2·48	1·73
2nd quarter	5·39	1·93	2·09	21·52	4·06	11·96	4·32	2·51	1·77
3rd quarter	5·23	2·01	2·05	22·21	4·09	12·49	4·50	2·60	1·89
4th quarter	5·88	2·19	2·07	22·81	4·11	13·03	4·55	2·77	1·97
1966 1st quarter	5·99	2·21	2·23	23·30	4·25	13·12	4·60	2·85	2·06
2nd quarter	6·22	2·22	2·29	23·30	4·16†	13·23	4·52	2·90	2·07
3rd quarter	6·65	2·23	2·41	23·86	4·31	13·56	4·48	3·04	2·17
4th quarter	6·62	2·47	2·60	23·86	3·95	13·67	4·46	3·13	2·28
1967 1st quarter			2·73		4·40		4·28		

(a) Canadian and United States imports are valued f.o.b.
* Significantly affected by a dock strike.
† Significantly affected by the seamen's strike.

Table 4: Exports of manufactures by the main manufacturing countries

Quarters or quarterly averages.

US $ thousand million. Percentage increase over a year earlier in brackets.

	United Kingdom (seasonally adjusted)	German Federal Republic	Belgium-Luxembourg	France	Italy	Netherlands	Sweden	Switzerland	United States (a)	Canada	Japan	Total (a) (seasonally adjusted)
1958	1·91 (—2·2)	1·94 (4·1)	0·61 (—3·3)	0·90 (6·0)	0·43 (6·5)	0·41 (8·6)	0·32 (5·2)	0·35 (—1·3)	2·44 (—9·8)	0·56 (—5·1)	0·63 (—1·1)	10·51 (—1·6)
1959	2·01 (5·9)	2·17 (11·6)	0·67 (9·5)	1·04 (15·4)	0·50 (16·4)	0·47 (15·9)	0·34 (7·8)	0·39 (8·8)	2·41 (—1·5)	0·60 (7·2)	0·76 (20·8)	11·36 (8·1)
1960	2·14 (6·4)	2·53 (16·8)	0·77 (14·3)	1·27 (21·3)	0·68 (34·4)	0·53 (12·2)	0·40 (17·9)	0·43 (11·5)	2·83 (17·7)	0·63 (5·3)	0·90 (18·8)	13·11 (15·4)
1961	2·24 (4·6)	2·80 (10·6)	0·79 (3·4)	1·30 (2·9)	0·79 (16·7)	0·58 (9·0)	0·45 (11·9)	0·47 (8·8)	2·84 (0·1)	0·63 (0·2)	0·94 (4·5)	13·83 (5·5)
1962	2·29 (2·2)	2·93 (4·7)	0·87 (9·9)	1·35 (3·6)	0·88 (11·5)	0·61 (6·4)	0·50 (10·9)	0·51 (8·5)	2·98 (5·1)	0·66 (4·5)	1·09 (15·6)	14·67 (6·1)
1963	2·45 (7·0)	3·23 (10·0)	0·96 (9·8)	1·46 (8·2)	0·97 (10·3)	0·68 (10·7)	0·55 (10·3)	0·55 (8·1)	3·14 (5·3)	0·71 (7·4)	1·23 (13·0)	15·91 (8·5)
1964	2·59 (5·6)	3·60 (11·5)	1·13 (18·4)	1·62 (10·8)	1·17 (20·2)	0·83 (22·9)	0·62 (13·8)	0·60 (9·7)	3·73 (18·7)	0·86 (21·3)	1·52 (23·4)	18·26 (14·8)
1965	2·80 (8·1)	3·98 (10·5)	1·30 (14·8)	1·83 (13·2)	1·40 (20·3)	0·91 (9·6)	0·69 (9·8)	0·67 (11·9)	4·21 (5·5)	0·95 (10·8)	1·94 (28·2)	20·68 (11·7)
1966	2·98 (6·9)	4·50 (13·2)	1·37p (5·4)	1·99 (8·7)	1·60 (14·3)	1·00 (9·4)	0·76 (11·4)	0·74p (10·4)	4·67 (11·1)	1·12p (18·3)	2·26 (16·3)	23·03p (11·3)
1962 1st quarter	2·23	2·79	0·88	1·38	0·85	0·60	0·48	0·48	2·93	0·61	0·90	14·27
2nd quarter	2·33	2·93	0·89	1·33	0·86	0·61	0·53	0·49	3·18	0·65	1·06	14·71
3rd quarter	2·31	2·88	0·83	1·23	0·84	0·59	0·44	0·49	2·83	0·67	1·18	14·96
4th quarter	2·29	3·14	0·89	1·46	0·96	0·65	0·54	0·57	2·98	0·70	1·21	14·74
1963 1st quarter	2·38	2·86	0·86	1·38	0·91	0·61	0·49	0·50	2·87*	0·63	1·01	14·86*
2nd quarter	2·41	3·20	0·99	1·55	0·95	0·69	0·52	0·54	3·30	0·73	1·17	15·89
3rd quarter	2·48	3·25	0·94	1·35	0·98	0·69	0·54	0·52	2·99	0·70	1·29	16·26
4th quarter	2·53	3·60	1·04	1·55	1·05	0·73	0·65	0·63	3·40	0·77	1·44	16·65
1964 1st quarter	2·56	3·43	1·11	1·62	1·03	0·78	0·55	0·55	3·57	0·76	1·17	17·44
2nd quarter	2·57	3·60	1·13	1·65	1·16	0·82	0·65	0·60	3·78	0·87	1·43	18·14
3rd quarter	2·58	3·43	1·07	1·45	1·20	0·82	0·55	0·58	3·53	0·89	1·58	18·28
4th quarter	2·64	3·93	1·22	1·76	1·27	0·91	0·74	0·68	4·03	0·91	1·89	19·19
1965 1st quarter	2·71	3·86	1·28	1·73	1·32	0·87	0·66	0·61	3·66*	0·84	1·67	19·62*
2nd quarter	2·72	3·87	1·26	1·87	1·41	0·90	0·67	0·66	4·58	1·00	1·96	20·73
3rd quarter	2·84	3·84	1·25	1·70	1·37	0·89	0·62	0·66	4·03	0·92	2·05	20·87
4th quarter	2·92	4·34	1·41	2·02	1·50	0·99	0·79	0·78	4·57	1·04	2·11	21·51
1966 1st quarter	2·93	4·22	1·36	1·93	1·50	0·94	0·73	0·69	4·55	1·05p	1·93	22·43
2nd quarter	2·80†	4·38	1·40	2·10	1·65	1·03	0·78	0·74	4·79	1·18p	2·17	22·71
3rd quarter	3·07	4·45	1·28	1·82	1·57	0·98	0·66	0·72	4·41	1·13p	2·35	23·17
4th quarter	3·17	4·96	1·45p	2·11	1·69	1·05	0·88	0·83p	4·96	1·14p	2·60	23·81p
1967 1st quarter	3·20											

(a) Excluding United States Special Category exports (see Definitions). The discontinuity between 1964 and 1965 has been allowed for in calculating the percentage increases.
* Significantly affected by a dock strike in the United States.
† Significantly affected by the seamen's strike.
p Provisional.

(*Tables continued on next page*)

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*
Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Table 5: Index numbers of industrial production

Seasonally adjusted

1960 = 100

	Industrial countries	United States	European OECD	United Kingdom	EEC	France	German Federal Republic	Italy	Japan
1958	85	86	86	88	85	91	84	78	67
1959	94	97	91	93	90	92	90	87	80
1960	100	100	100	100	100	100	100	100	100
1961	104	101	105	100	107	106	106	111	119
1962	111	109	110	101	113	112	111	122	129
1963	117	114	116	105	119	117	115	132	142
1964	125	122	124	113	127	126	125	134	166
1965	134	132	129	116	133	128	132	140	174
1966	143	144	133	117	139	136	134	156	194
1962 1st quarter	108	107	107	100	111	110	108	120	129
2nd quarter	110	109	109	102	112	111	111	120	130
3rd quarter	111	110	110	102	114	113	112	122	129
4th quarter	111	110	110	101	115	114	113	125	128
1963 1st quarter	112	111	109	101	113	110	110	127	131
2nd quarter	115	114	114	104	119	117	115	132	138
3rd quarter	118	116	116	107	121	121	116	134	146
4th quarter	120	116	119	109	123	123	119	136	154
1964 1st quarter	122	118	122	112	126	126	122	137	160
2nd quarter	124	121	122	112	126	127	124	134	164
3rd quarter	126	123	123	113	127	126	125	131	169
4th quarter	127	124	125	115	129	125	128	133	172
1965 1st quarter	131	129	126	116	130	125	131	134	173
2nd quarter	132	131	127	116	132	126	132	139	173
3rd quarter	134	133	128	116	133	130	131	142	175
4th quarter	136	135	130	117	135	133	133	145	175
1966 1st quarter	140	140	132	118	137	134	135	149	181
2nd quarter	142	143	133	117	140	136	136	155	189
3rd quarter	144	145	133	118	139	139	133	159	200
4th quarter	145	146	132	115	140	140	132	162	208
1967 1st quarter		144							

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, May 12, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Son of the Sahara:					
Ep. 1. Gun Runners	Br/E 32250	15	May 8	Children's Film Foundation Ltd.	Associated British-Pathe Ltd. for Children's Film Foundation Ltd.
Ep. 2. The Conspirators	Br/E 32251	15	May 8	" "	" "
Ep. 3. Trapped	Br/E 32252	15	May 8	" "	" "
Ep. 4. The Valley of Ghosts	Br/E 32253	15	May 8	" "	" "
Ep. 5. The Last Hope	Br/E 32254	15	May 8	" "	" "
Ep. 6. Counter Plot	Br/E 32255	15	May 8	" "	" "
Ep. 7. Ambush	Br/E 32256	15	May 8	" "	" "
Ep. 8. The Ghost Army	Br/E 32257	15	May 8	" "	" "
The Mummy's Shroud	Br/E 32259	84	May 10	Warner-Pathe Distributors Ltd.	Hammer Film Productions Ltd.
Frankenstein Created Woman	Br/E 32260	86	May 10	" "	" "
Pathe Pictorial Series 638/650:					
Pathe Pictorial No. 647	Br/E 32261	9	May 10	" "	Associated British-Pathe Ltd.
Pathe Pictorial No. 648	Br/E 32262	8	May 10	" "	" "
Look at Life Series 33:					
Moving Day	Br/E 32268	10	May 12	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Pathe News 67-37	Br/E 31966	7	May 12	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-38	Br/E 31967	8	May 12	" "	" "
Movietone News 1978	Br/E 31900	8	May 12	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1978A	Br/E 31901	8	May 12	" "	" "
			FOREIGN		
Meet Whiplash Willie	F 32248	124	May 8	United Artists Corp. Ltd.	Mirisch Corp.
A Few Dollars for Django	F 32249	86	May 8	Ranworth Film Services Ltd.	Fono-Roma, Rome.
La Vie de Chateau	F 32258	94	May 9	Gala Film Distributors Ltd.	Ancinex, Cobela Films and La Gueville, Paris
Postcard from Czechoslovakia	F 32263	45	May 11	Contemporary Films Ltd.	Ceskoslovensky Filmexport, Prague.
The Professionals	F 32264	117	May 11	Columbia Pictures Corp. Ltd.	Pax Enterprises Inc.
Fort Utah	F 32265	74	May 11	Paramount Film Service Ltd.	Paramount Pictures Corp.
Texas Today	F 32266	19	May 11	" "	" "
Caprice	F 32267	98	May 12	Twentieth Century-Fox Film Co. Ltd.	Melcher Argola Productions and Twentieth Century-Fox Film Corp.

AMENDMENTS TO THE REGISTER:
The playing time of the film 'Warning Shot' (F 32014) registered on January 11, 1967, has been amended to 90 minutes
The playing time of the film '633 Squadron' (Br/E 29495) registered on June 10, 1964, has been amended to 78 minutes.

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Shipping movement at United Kingdom ports

Foreign and coastal trade movements in December and for the year 1966

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during December 1966 amounted to 13,582 thousand net tons (0.5 per cent more than December 1965). Commonwealth vessels accounted for 5,981 thousand net tons.

The total net tonnage of vessels in the foreign trade entering and clearing with cargo at United Kingdom ports in the year 1966 was nearly 3 per cent higher than in 1965.

The net tonnage of entrances with cargo remained virtually constant with the figure for 1965 whilst the net tonnage of clearances with cargo showed an increase of 1 per cent compared with 1965.

The Commonwealth annual share of entrances and clearances with cargo showed a marked decrease compared with the corresponding 1965 figures, presumably owing to the seamen's strike.

The actual percentages for the years 1938 and 1955-1966 are set out below:

	1938	1955	1956	1957	1958	1959	1960	1961
Entrances	57	55	54	53	52	51	49	60
Clearances	59	62	63	62	63	61	60	51

	1962	1963	1964	1965	1966
Entrances	49	49	48	46	40
Clearances	58	55	54	54	48

The net tonnage of foreign vessels entering and clearing with cargo during 1966 showed an increase of 9,408 thousand net tons, an 11 per cent increase on the 1965 totals. The biggest increases were shown by Liberian (17.8 per cent) and Swedish flags (27.5 per cent), the biggest decrease was the Polish flag (9.0 per cent).

Entrances and clearances with cargo from and to trading areas in some instances showed marked differences when compared with 1965, notably the North American (Pacific Coast) area and South and Central America (Pacific Coast) area with decreases of 59.0 per cent and 28.5 per cent respectively. Both South America (Atlantic Coast) area and West Indies and Central America (Atlantic Coast) area tonnages showed decreases of 12.4 per cent.

Approximately two-thirds of the principal ports of the United Kingdom recorded decreases in foreign trade arrivals and departures and the total net tonnage of coasting trade arrivals and departures with cargo also fell (by about 2 per cent) in comparison with the 1965 figures.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2), and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 1. Shipping movement at United Kingdom ports

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of December 1965	4,763	8,877	3,715	176	4,986	4,173	4,631	2,329	153	2,149
Month of December 1966	4,901	8,785	3,356	174	5,255	4,049	4,797	2,306	145	2,346
Twelve months ending December 1965	64,462	108,233	46,928	2,453	58,852	52,667	57,767	29,321	1,901	26,545
Twelve months ending December 1966	63,807	108,294	41,095	2,289	64,910	51,645	58,298	26,593	1,811	29,895
In ballast: Month of December 1965	1,227	1,879	823	52	1,005	2,038	6,507	2,537	54	3,916
Month of December 1966	1,208	1,989	894	49	1,046	2,229	6,571	2,230	96	4,245
Twelve months ending December 1965	18,684	25,757	12,667	619	12,469	30,533	76,440	30,125	1,283	45,031
Twelve months ending December 1966	18,475	27,517	12,195	523	14,798	32,269	81,531	28,331	1,325	51,875

(1) Includes Irish Republic and South Africa.

(*Tables continued on next page*)

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Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	December		Twelve months ended December		December		Twelve months ended December	
	1965	1966	1965	1966	1965	1966	1965	1966
Nationality of vessels:	Numbers of vessels							
United Kingdom	1,508	1,449	20,652	17,951	1,381	1,254	17,771	15,405
Other Commonwealth	121	111	1,616	1,612	147	141	1,996	1,823
Foreign	3,134	3,341	42,194	44,244	2,645	2,654	32,900	34,417
Total	4,763	4,901	64,462	63,807	4,173	4,049	52,667	51,645
	Thousand net tons							
Commonwealth: (1)								
Registered in United Kingdom	3,715	3,356	46,928	41,095	2,329	2,306	29,321	26,593
Registered in Canada	—	7	4	17	1	—	1	14
Registered in other countries	176	167	2,449	2,273	152	145	1,900	1,797
Soviet	89	130	966	993	30	13	334	362
Finnish	69	81	750	856	32	36	319	371
Swedish	403	428	4,074	4,785	117	218	1,370	2,155
Norwegian	1,031	1,033	12,783	14,376	430	428	4,911	5,842
Danish	242	255	3,032	3,335	171	147	1,928	2,031
Polish	24	16	250	269	27	21	205	145
German (Federal Republic)	357	426	4,303	4,917	196	202	2,601	2,834
Dutch	577	551	7,541	7,653	411	401	5,229	5,254
Belgian	182	206	2,302	2,441	147	151	1,807	1,976
French	299	221	4,714	4,689	183	180	2,955	2,878
Spanish	69	70	633	638	64	59	563	621
Italian	189	160	1,631	1,767	5	10	66	185
Yugoslav	25	30	148	147	4	5	80	85
Greek	201	243	2,321	2,146	62	51	682	853
United States of America	152	156	2,253	2,537	110	124	1,655	1,943
Panamanian	105	176	1,663	1,789	33	51	335	379
Liberian	801	862	7,871	9,143	33	88	456	666
Other	171	210	1,616	2,428	93	162	1,049	1,315
Total foreign	4,986	5,255	58,852	64,910	2,149	2,346	26,545	29,895
TOTAL	8,877	8,785	108,233	108,294	4,631	4,797	57,767	58,298
Trading areas:								
Irish Republic	340	334	5,240	4,694	371	357	5,192	4,943
Northern Europe (Foreign)	2,009	2,135	25,707	26,364	1,941	2,005	20,733	21,888
Europe (Atlantic) and Western Mediterranean Countries	811	875	12,216	12,335	529	557	8,660	8,341
Central and Eastern Mediterranean Countries	1,313	1,261	12,850	13,421	136	174	1,577	1,771
West and South Africa	698	622	7,344	7,801	274	269	2,542	2,803
East Africa, Persian Gulf, India	1,097	1,349	13,533	14,713	249	220	2,829	2,410
Eastern Asia and Islands in the Pacific	198	255	2,328	2,671	189	193	2,205	2,229
Australasia	304	218	3,442	3,539	194	192	2,117	1,954
North America (Atlantic Coast)	1,009	956	12,768	12,594	438	575	8,215	8,679
West Indies and Central America (Atlantic Coast)	773	594	8,917	7,508	165	107	1,853	1,923
South America (Atlantic Coast)	139	107	1,901	1,765	84	77	1,070	837
South and Central America (Pacific Coast)	32	22	420	256	19	23	215	198
North America (Pacific Coast)	150	54	1,492	519	42	48	539	314
Other areas	4	5	76	113	1	—	21	7
Total Commonwealth Countries (1)	2,737	2,307	33,768	34,926	1,286	1,046	16,487	14,535
Total Foreign Countries	6,141	6,478	74,465	73,369	3,345	3,751	41,281	43,763
TOTAL	8,877	8,785	108,233	108,294	4,631	4,797	57,767	58,298

(1) Includes Irish Republic and South Africa.

Table 3. Foreign trade arrivals and departures at principal ports, January-December

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1965	1966		1965	1966		1965	1966		1965	1966	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	14	16	50	51	39	95	32	26	88	45	41	116
Bristol	3,943	3,855	1,708	4,094	3,950	1,772	591	521	523	3,632	3,947	1,649
Cardiff	1,590	1,358	592	1,870	1,778	889	515	506	447	2,069	1,965	921
Dover	4,018	4,007	3,368	9,052	9,652	8,010	3,879	3,679	2,857	9,040	9,447	7,797
Falmouth (inc. Truro)	66	68	39	1,960	1,434	286	15	53	38	1,388	1,974	333
Folkestone	788	823	687	1,206	1,213	932	601	700	623	1,245	1,114	911
Grimsby (inc. Immingham)	2,663	3,250	3,075	2,948	3,656	3,362	610	1,272	1,078	2,708	3,417	3,488
Harwich	4,637	5,074	3,850	4,924	5,390	4,148	4,813	5,166	3,915	4,961	5,415	4,152
Holyhead	1,645	1,515	1,062	1,740	1,643	1,128	1,643	1,546	1,058	1,723	1,656	1,126
Hull	4,652	4,790	3,983	4,953	5,125	4,336	1,632	2,240	2,747	4,838	5,015	4,240
Lancaster	223	331	56	249	356	88	19	48	37	214	293	69
Liverpool	15,273	14,786	5,437	17,969	17,204	6,611	7,262	6,840	4,254	18,188	7,571	6,484
London	29,062	28,794	14,238	36,532	36,361	17,182	14,679	14,577	10,086	35,193	35,971	17,470
Manchester (inc. Runcorn)	5,873	5,880	2,680	6,216	6,174	3,021	1,816	1,747	1,959	5,284	5,559	3,123
Middlesbrough	3,208	3,070	1,379	4,292	3,992	1,861	2,069	2,012	1,401	4,716	4,523	2,074
Milford Haven	6,231	7,166	412	7,362	8,060	872	982	1,074	412	6,898	7,804	808
Newhaven	972	795	886	1,064	846	938	899	784	874	1,022	826	928
Newport (Mon.)	1,227	1,401	615	1,874	1,887	927	1,062	940	800	2,107	2,099	1,056
Plymouth	276	341	469	632	451	744	169	346	450	626	615	764
Southampton	16,651	15,846	2,827	20,287	19,510	3,617	8,073	7,369	2,210	20,025	19,710	3,576
Swansea	836	600	385	2,216	1,964	1,269	2,171	2,008	1,593	2,645	2,443	1,728
Tyne ports	2,461	2,304	1,460	3,741	3,243	1,856	1,530	1,539	1,087	4,364	3,902	1,829
Glasgow	5,564	5,211	1,578	6,403	5,958	1,823	2,819	2,599	1,026	6,451	6,183	1,810
Grangemouth	963	1,281	1,144	1,554	1,743	1,426	1,285	1,352	1,063	1,649	1,899	1,388
Greenock	739	310	94	2,255	2,219	338	418	81	53	2,503	2,227	325
Leith	873	803	1,133	956	902	1,181	337	302	654	857	806	994
Belfast	2,176	2,041	1,283	2,314	2,261	1,489	569	450	587	2,032	1,892	1,155
Other ports	9,053	8,937	16,159	11,077	11,294	21,257	5,046	4,890	12,819	10,885	10,865	21,387
TOTAL	125,679	124,652	70,649	158,791	158,305	91,458	65,536	64,667	54,739	157,310	159,178	91,701

Table 4. Coasting trade arrivals and departures at principal ports, January-December

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1965	1966		1965	1966		1965	1966		1965	1966	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	20	7	34	2,017	1,485	2,059	1,994	1,463	1,987	2,020	1,483	2,032
Bristol	1,558	1,512	1,290	2,133	2,124	4,422	1,126	789	2,716	2,548	2,101	4,494
Cardiff	601	601	759	1,549	1,347	2,715	315	334	1,306	1,203	1,215	2,704
Cowes	1,981	2,168	10,865	4,625	4,319	20,094	1,845	2,038	9,880	4,619	4,636	21,465
Falmouth	166	163	197	771	1,029	750	108	122	440	257	336	660
Hartlepool	80	69	126	604	451	581	497	361	407	608	469	537
Hull	957	1,096	442	1,746	1,843	1,511	829	877	916	1,762	1,822	1,556
Immingham	693	839	240	1,471	1,921	1,122	944	1,407	925	1,553	2,014	1,198
Lancaster	1,629	1,282	854	1,955	1,492	1,300	1,394	1,456	1,256	1,665	1,671	1,411
Liverpool	3,276	2,797	2,612	4,710	4,048	4,282	3,085	2,488	3,389	4,833	4,291	4,533
London	7,449	7,103	5,618	9,563	9,306	8,740	2,378	2,774	3,020	10,139	10,109	8,832
Manchester	942	1,293	810	1,457	1,770	1,776	884	951	986	1,635	1,823	1,731
Middlesbrough	421	471	386	1,396	1,420	1,527	341	394	758	1,027	983	1,296
Milford Haven	273	329	88	3,350	3,849	1,458	3,605	4,060	1,489	3,817	4,359	1,574
Newport (Mon.)	383	406	1,308	607	650	1,514	32	21	36	455	464	1,393
Portsmouth	430	413	2,034	3,155	3,194	13,311	81	86	941	3,144	3,134	13,220
Preston	1,099	1,125	1,979	1,212	1,230	2,230	1,044	1,078	1,852	1,277	1,286	2,374
Southampton	3,281	3,072	10,017	5,862	5,740	12,640	5,011	5,014	10,729	5,927	5,769	12,632
Sunderland	270	194	212	1,749	1,486	1,613	1,342	1,180	1,273	1,664	1,407	1,549
Swansea	126	199	423	1,632	1,834	3,588	973	1,165	2,669	1,184	1,348	3,101
Tyne ports	682	727	174	3,738	3,263	2,139	1,873	1,567	1,515	3,270	2,777	2,176
Glasgow	1,292	1,259	1,043	2,119	2,001	1,635	932	795	944	1,969	1,756	1,638
Belfast	6,095	6,033	7,715	6,532	6,379	8,251	5,073	4,986	5,651	6,637	6,480	8,477
Other ports	13,487	13,005	28,559	19,005	18,182	43,506	9,849	9,118	17,055	18,742	17,794	42,465
TOTAL	47,190	46,163	77,785	82,957	80,362	142,784	45,556	44,526	72,140	81,955	79,525	143,048

Table 5. Shipping movement at United Kingdom ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of December 1965	5,313	3,280	2,479	800	5,136	3,284	2,441	843
Month of December 1966	5,045	3,255	2,404	851	4,916	3,180	2,360	819
Twelve months ending December 1965	71,424	40,306	33,018	7,287	68,143	40,140	32,375	7,765
Twelve months ending December 1966	68,099	39,372	30,014	9,358	65,401	39,197	29,379	9,817
In ballast: Month of December 1965	4,791	2,877	2,206	672	4,800	2,692	2,110	582
Month of December 1966	4,710	2,716	2,084	632	4,672	2,649	2,013	636
Twelve months ending December 1965	68,274	35,259	28,668	6,591	70,468	34,294	28,606	5,687
Twelve months ending December 1966	64,244	33,793	25,920	7,872	66,896	33,031	25,986	7,045
Coasting Trade – United Kingdom								
With cargo: Month of December 1965	6,128	3,851	3,001	850	5,649	3,706	2,822	884
Month of December 1966	5,779	3,757	2,845	912	5,405	3,584	2,712	872
Twelve months ending December 1965	81,401	47,190	39,342	7,848	74,979	45,556	37,358	8,198
Twelve months ending December 1966	77,785	46,163	35,691	10,471	72,140	44,526	33,824	10,702
In ballast: Month of December 1965	4,859	2,935	2,243	692	5,159	2,892	2,270	622
Month of December 1966	4,774	2,772	2,128	644	4,981	2,831	2,145	686
Twelve months ending December 1965	69,125	35,766	29,060	6,706	74,726	36,399	30,311	6,088
Twelve months ending December 1966	64,999	34,200	26,197	8,003	70,908	34,999	27,524	7,475

(a) Commonwealth and Irish Republic.

Foreign trade shipping movements at United Kingdom ports, 1964

THESE STATISTICAL tables have been prepared by the Ministry of Transport from information supplied by officers of HM Customs and Excise at the United Kingdom ports. The figures show:

(a) The trade of each of the main ports with the main trading areas of the world.
(b) The shares of the various flags in shipping movements to and from the main trading areas of the world.
(c) An analysis of the shipping in each of a number of size groups using the main ports.

Copies can be obtained, price 4s., on application to the Cashier, Ministry of Transport, Albion Court, 197 Marlowes, Hemel Hempstead, Herts.

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Operating and traffic statistics of the United Kingdom airways corporations and private companies during January

THE NUMBER of passengers carried by United Kingdom airlines in January was 8 per cent more than in January 1966. This increase was about the same as the increase in capacity offered. The increase in traffic between January 1966 and January 1967 was less than the corresponding increases in recent months which has been declining since last July.

The increase in passenger traffic carried by the two Corporations was less than the average for the United Kingdom operators as a whole: for BEA it was 5 per cent and for BOAC 4 per cent Increases in BOAC's traffic in the last six months have been restrained by the temporary withdrawal from service of some aircraft for major maintenance. Mainly the western routes were affected; the number of passengers carried on these services in January was 1 per cent less than a year earlier. On the eastern routes the number of passengers carried was 9 per cent more. The 5 per cent increase in BEA's traffic was made up of increases of 7 per cent on their international routes and 3 per cent on their domestic services.

Passengers carried by private companies in January were 26 per cent more than in January 1966. The traffic of the independent airlines has been increasing at a rate substantially higher than the average United Kingdom airlines for many years.

Cargo carried by United Kingdom airlines in January was 7 per cent more than in January 1966. This is smaller than the increases reported in the middle of last year when shipments were diverted from the sea routes during the seamen's strike and less than the average increase of 10 per cent a year in the last five years. There was a substantial increase in the carriage of goods by BOAC who introduced two all-freighter aircraft on to the North Atlantic route last year.

	TOTAL		BOAC		BEA		PRIVATE COMPANIES	
	January 1967 (1)	% change on January 1966	January 1967 (1)	% change on January 1966	January 1967	% change on January 1966	January 1967	% change on January 1966
Scheduled Services:								
Aircraft miles flown (000)	9,896	+ 9·6	4,657	+ 4·4	3,632	+17·6	1,607	+ 8·7
Passengers carried (No.)	651,966	+ 8·3	91,583	+ 3·7	438,523	+ 5·2	121,860	+25·9
Passenger miles (000)	514,702	+ 9·4	320,132	+ 9·2	152·460	+ 8·0	42,110	+15·1
Available seat miles (000)	942,020	+ 7·7	563,274	+ 2·8	286,636	+14·3	92,110	+19·6
Passenger load factor %	54·6	53·8 (2)	56·8	53·5 (2)	53·2	56·3 (2)	45·7	47·5 (2)
Freight carried (short tons)	20,673	+ 7·3	3,345	+31·5	8,391	+ 8·3	8,937	— 0·4
Mail carried (short tons)	1,915	+ 5·2	622	+18·5	1,220	+ 0·3	73	— 7·6
Load short ton miles (000)	71,147	+12·9	46,676	+15·3	17,768	+ 7·5	6,703	+10·9
Capacity short ton miles (000)	146,308	+11·7	98,821	+10·2	34,542	+15·6	12,945	+14·1
Overall load factor %	48·6	48·1 (2)	47·2	45·1 (2)	51·4	55·3 (2)	51·8	53·3 (2)
Non-scheduled Services:								
Aircraft miles flown (000)	2,729	—17·5	197	+47·0	145	—16·7	2,387	—20·4
Capacity short ton miles (000)	31,663	—11·3	3,271	+53·3	1,563	— 8·3	26,829	—15·8

(1) January 1-28, 1967, for BOAC. (2) 1966 actual load factors.

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Cinema admissions and takings in March

DURING March, counted as a 4 week period, the weekly average of admissions to cinemas in Great Britain was £5.0 million and the weekly average of gross box office takings was £1.11 million.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (*Monarch* 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list was given on page* 556 *of the* Board of Trade Journal, *February* 24, 1967.

The Cologne Depot, one of five depots now established in Lombardy by Concrete SRL, the company formed in Milan in 1965 *by Taylor Woodrow Ltd. and Dott. Ing. Guiseppe Torno C., S.p.A., for the production and supply of ready-mixed concrete in Italy. Controlled by a single operator, the aggregate and cement balances weigh material sufficient for seven cubic metres* (9.2 *cu. yd.*) *vehicles in one weighing, whilst a preselected volume of water is automatically measured through a flow meter.*

The chemical industry in 1966

THE FOLLOWING INFORMATION brings up to date an article entitled 'The chemical industry in the first half of 1966', which appeared in the *Board of Trade Journal* of November 11, 1966, page 1204.

The seasonally adjusted index of production in the chemical industry, comprising the sectors listed in Table 1, averaged 167 points in 1966. Compared with the previous year, there was a growth rate of nearly 3¾ per cent, somewhat lower than the 4½ per cent increase achieved in 1965 over 1964 and a good deal lower than the average growth rate of 7 per cent in the chemical industry between 1958-1965. However, whereas in 1965 most of the increase took place in the first half of the year, the position was reversed in 1966, the seasonally adjusted index rising by only 1 per cent between the second half of 1965 and the first half of 1966, but showing a rise of 4 per cent in the second half of the year when compared with the first six months.

Production in sectors of the industry

The decline in overall growth rate in the industry was reflected in the output of nearly all of the more important sectors. Production of organic chemicals increased by 6 per cent as compared with an average increase of 13 per cent in the period 1958-1965. This increase, however, represented a small improvement when compared with a 5½ per cent increase in 1965 over 1964; moreover, production during the second half of 1966 was more than 3 per cent higher than in the first half of the year whereas, comparing the corresponding periods of 1965, production actually fell. Output of plastics materials in 1966 increased by 5¾ per cent compared with 9 per cent in 1965 and with an average of 13½ per cent over the previous seven years. The production of inorganic chemicals rose by less than 1½ per cent, considerably lower than the average growth rate of 6 per cent achieved between 1958 and 1965. In the sector covering other basic chemicals, production increased by 3 per cent, the same as in 1965. Indications, in the second half of 1965, that the previously growing output of compressed gases was slackening have been confirmed; there was virtually no change in production during 1966 in comparison with 1965. The index for pharmaceutical preparations in 1966 again showed a considerable increase over the previous year although at 10 per cent the increase was not as high as that of 13 per cent in 1965 over 1964. Production of toilet preparations increased by 4½ per cent and there were smaller increases in the sectors covering paint and varnish, and soap, detergents, etc. In the sectors covering dyestuffs, fertilizers and vegetable and animal oils and fats, there were falls in production of 8, 3 and 4 per cent respectively, when compared with 1965.

Imports and exports

At current prices, imports in 1966 were higher in value by £11.5 million (or 4 per cent) than in 1965, and in the same periods exports increased in value by £27.2 million (or 6 per cent). Chemical elements and compounds accounted for nearly 42 per cent of all chemical products imported in 1966 and were 3 per cent higher than in 1965. Imports of plastics materials rose by 8 per cent and represented 20 per cent of the total of chemical products imported. Imports of medicinal and pharmaceutical products, although accounting for only 5 per cent of the total, again showed a large increase (30 per cent above those of 1965) but in the sectors covering fertilizers, explosives, and other chemicals, imports fell in 1966 in comparison with the year earlier. With the exception of fertilizers, all sectors showed an increase in the value of exports during 1966. The two largest contributors to exports by value were chemical elements and compounds and plastics materials which increased respectively by 3¾ and 6¾ per cent over 1965. Medicinal and pharmaceutical preparations, also one of the larger sectors, increased by 9½ per cent.

Manpower and investment

The level of employment in the chemical industry in 1966 is provisionally shown as having been nearly 1½ per cent higher than in 1965, all months showing an increase over the corresponding month of 1965 except December 1966, where there was a slight fall. Compared with the year 1965, employment rose in all the main sectors of the industry in 1966, the greatest increases being of 16 and 8 per cent in explosives and plastics materials respectively.

New fixed investment is provisionally calculated to have been about 12 per cent higher in 1966 than in 1965.

Prices

The price index of total sales in the chemical industry rose by 3 per cent between 1964 and 1965 and showed a further rise of 1 per cent in 1966. Home market sales prices also increased by 1 per cent in 1966 following a 2 per cent increase between 1964 and 1965. The price index of plastics materials did not change from the 1965 figure and the price index of inputs also remained steady. (Table 2 refers).

Table 1. Production in the chemical industry

	Per cent weight (c)	Index of Production 1958 = 100									
		1961	1962	1963	1964	1965	1966	1965		1966	
								Jan.-June	July-Dec.	Jan.-June	July-Dec.
Dyestuffs	3·9	138	135	149	179	171	158	182	162	158	158
Fertilizers	4·2	118	119	128	131	133	129	140	127	134	125
Other chemicals:											
Organic chemicals (a)	11·0	147	165	191	220	232	246	234	231	242	250
Inorganic chemicals	10·6	121	124	130	142	150	152	150	151	152	153
Other chemicals, gases, etc.	19·1										
Explosives	5·1	116	121	129	137	141	145	146	136	147	142
Miscellaneous chemical industries (b)	5·2										
Plastics materials	7·8	150	169	192	222	241	255	241	240	259	251
Paint and varnish	9·3	112	110	115	123	124	125	128	119	132	119
Pharmaceutical preparations	10·8	138	142	152	165	187	206	189	186	207	206
Toilet preparations	3·4	128	129	141	152	154	161	142	166	148	174
Soap, detergents, etc.	6·4	106	108	105	110	106	107	108	103	108	107
Vegetable and animal oils and fats	3·2	106	110	110	106	106	102	108	103	106	97
Total chemical industry	100·0	125	131	141	154	161	167	164	158	168	166
Total chemical industry seasonally adjusted		125	131	141	154	161	167	159	162	164	171
Total all UK productive industry seasonally adjusted		114	115	119	128	132	133	132	133	133	132

(a) Including coal tar chemicals. (b) Adhesives; polishes; insecticides; disinfectants, etc.; printing ink. (c) Per cent of net output (excluding amounts paid for services) in 1958.

Table 2. Movement in prices in the chemical industry, 1961-1966

(1954 = 100)

	1961	1962	1963	1964	1965	1966
Materials and fuel used (a)	108	105	107	111	117	117
Total sales (a)	103	103	103	105	108	109
Home market sales (a)	105	105	105	107	109	110
Of which:						
General chemicals	104	102	100	100	101	103
Pharmaceutical preparations	98	99	98	100	101	103
Plastics materials	81	78	77	76	75	75

(a) Including the Lubricating Oils and Greases sector (Minimum List Heading 263) in addition to the Chemical Industry as defined in the rest of this article (Minimum List Headings 271-277 of the Standard Industrial Classification, 1958).

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Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in March showed a decrease of 13 per cent on a year earlier, compared with decreases of 3 per cent and 6 per cent in February and January respectively.

In the first quarter as a whole, sales were 8 per cent lower than a year earlier, compared with a decrease of 7 per cent in the last quarter of 1966.

The value of stocks at the end of March was 8 per cent higher than a year earlier.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. City 4444).

Table 1. Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of sales (Total Home Trade)		Value of stock (at end period) (b)	
		%		%
1965 Year	113	+ 1	..	..
1966 Year	110	— 3	..	..
1966 2nd quarter	100	— 3	137	Nil
3rd quarter	111	— 2	161	+ 8
4th quarter	128	— 7	140	+18
1967 1st quarter	92	— 8	158	+ 8
1966 March	138	+ 1	146	— 3
April	104	— 7	140	— 2
May	103	— 2	143	— 1
June	93	+ 1	137	Nil
July	79	Nil	147	+ 3
August	104	+ 3	159	+ 3
September	149	— 6	161	+ 8
October	144	— 3	150	+11
November	133	— 6	149	+14
December	107	—14	140	+18
1967 January	67	— 6	143	+15
February	89	— 3	154	+ 9
March	120	—13	158	+ 8

Table 2. Analysis by department

Percentage changes compared with a year earlier

	Sales		Stocks (b)
	Mar. 1967	Jan. 1 to Mar. 31	Mar. 1967
	%	%	%
Women's knitted outerwear, blouses and skirts	—17	—10	+10
Women's coats, costumes, furs and raincoats	—15	—11	+ 3
Women's underwear	—13	—12	+ 5
Women's hose and children's socks	+10	Nil	+37
Women's millinery	—16	—14	—12
Haberdashery, ribbons and wool	—17	—12	+ 9
Children's wear	—11	— 8	+19
Men's and boys' shirts, pyjamas and outfitting	—16	— 8	+ 5
Gloves	—18	—20	—10
Piece-goods and nets	—11	—11	— 1
Household textiles	—16	— 8	—11
Floor-coverings, furniture and hardware	—10	— 3	—12
Grand total (a)	—13	— 8	+ 8

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

Orders in the footwear industry

ORDER BOOKS in the footwear industry appear to have increased rather more than seasonally between February and March and at the end of the month were at about the same level as March 1966. In the first quarter of 1967, the rate of receipt of net new orders was 6 per cent more than in the same quarter last year while the rate of deliveries was 6 per cent less. These comparisons may have been affected by the early occurrence of Easter which last year fell in April.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of these statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967 (page 775). A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade *Business Monitor Production Series* (Reference P17).

Orders in the footwear industry (a)

Million pairs

	Orders-on-hand (end of period)	Net new orders	Deliveries
1964	35·8	..	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1964 1st quarter	49·8	..	17·0
2nd quarter	52·5	17·4	16·5
3rd quarter	32·4	10·7	17·4
4th quarter	35·8	17·8	16·6
1965 1st quarter	36·7	16·5	16·2
2nd quarter	42·9	17·9	15·8
3rd quarter	32·8	13·3	16·7
4th quarter	39·9	19·6	17·3
1966 1st quarter	40·4	17·5	17·4
2nd quarter	46·5	17·4	15·4
3rd quarter	28·7	10·2	16·1
4th quarter	33·9	17·5	15·8
1967 1st quarter*	40·5	18·6	16·4
1966 January	36·6	12·2	15·5
February	36·4	18·6	18·8
March	40·4	21·8	17·8
April	43·7	19·0	15·7
May	46·8	18·8	15·7
June	46·5	14·5	14·8
July	39·3	8·0	15·2
August	34·5	9·4	14·2
September	28·7	13·2	19·0
October	30·2	19·4	17·9
November	34·7	22·0	17·5
December	33·9	11·2	12·0
1967 January*	33·4	14·2	14·7
February*	35·9	20·7	18·2
March*	40·5	20·9	16·3

(a) The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.
*Provisional.

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Turnover of catering trades, laundries and dry cleaners, and hairdressers in March 1967

IN MARCH the increase in the turnover of the catering trades compared with a year earlier was much the same as in the immediately preceding months. The rather slower rate of increase in the hairdressing trades' turnover and the decrease in the turnover of the laundry and dry cleaning trades may be at least partly attributable to the effect of the exceptionally early Easter holiday this year.

Catering trades

The total turnover of the catering trades in March was 5 per cent higher than in March 1966, much the same increase as in the first quarter taken as a whole. The March increases for restaurants, cafes etc., (3 per cent) and public houses (6 per cent) were also very similar to the preceding two months. The 9 per cent increase in the turnover of licensed hotels and holiday camps in March 1967 compared with March 1966 was larger than the corresponding increases earlier in the quarter, whereas canteens showed a decrease of 6 per cent. Both of these figures may have been affected by the early Easter.

Laundries and dry cleaners

The turnover of laundries and dry cleaners in March showed a decrease of 5 per cent, a result which may have been affected by the Easter holiday: this failure of the turnover of dry cleaners to match March 1966 levels of trade is in marked contrast with the large increases shown in the first two months of the year.

Hairdressers

The turnover of both men's and women's hairdressers increased by 4 per cent in the first quarter of 1967, compared with the first quarter of 1966, a rather smaller increase being recorded for March itself. The increase for the quarter was rather higher than the average rate of increase shown in the previous year, taken as a whole.

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1964 = 100

Kind of business (Turnover in 1964)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS (£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967		100				95	98	104									
	1966	+5	+7	+6	+5	+3	+7	+5	+9	+6	+7	+5	+5	+4	+6	+3	+5	+3
	1967		+4				+4	+4	+5									
Licensed hotels and holiday camps (£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967		82				74	79	90									
	1966	+5	+6	+4	+6	+5	+8	+3	+6	+2	+7	+4	+5	+6	+8	+6	+4	+5
	1967		+7				+4	+8	+9									
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967		100				95	102	102									
	1966	+5	+6	+5	+4	+4	+6	+4	+7	+3	+7	+5	+5	+3	+5	+2	+5	+4
	1967		+3				+2	+4	+3									
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967		103				99	101	109									
	1966	+6	+9	+8	+6	+4	+7	+7	+11	+9	+7	+6	+6	+4	+7	+3	+6	+3
	1967		+6				+5	+5	+6									
Canteens (b) (£145 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967		108				109	110	105									
	1966	+2	+4	+2	+2	—1	+2	+3	+6	+3	+1	+2	+3	+2	+2	Nil	—1	—2
	1967		—2				+2	—1	—6									

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The March 1967 period was the five weeks from February 26, 1967, to April 1, 1967, the March 1966 period was from February 27, 1966, to April 2, 1966.
(b) Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

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Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a)

1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS: (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	121	114	124	124	120	111	114	117	120	129	124	127	121	124	128	122	113
	1966	126	121	128	128	125	112	122	127	121	135	129	131	125	127	134	128	117
	1967		122				118	126	121									
	1966	+4	+6	+3	+3	+4	+2	+7	+8	+1	+4	+4	+3	+3	+2	+4	+5	+3
	1967		+1				+5	+3	−5									
Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119	116	121	121	119	115	116	118	115	126	121	124	118	120	125	122	113
	1966	123	121	124	123	123	116	122	123	118	129	126	128	121	122	129	126	116
	1967		120				120	123	117									
	1966	+3	+4	+3	+2	+3	+1	+6	+5	+2	+3	+4	+3	+2	+2	+3	+4	+3
	1967		−1				+4	+1	−5									
Dry-cleaners, etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	123	111	130	130	122	103	111	117	128	135	127	132	126	132	134	123	112
	1966	130	121	135	135	129	106	121	134	127	144	134	137	133	136	141	131	117
	1967		125				114	131	128									
	1966	+5	+9	+4	+4	+5	+3	+9	+14	−1	+7	+5	+4	+5	+3	+5	+6	+4
	1967		+3				+8	+8	−4									

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See note (a) to Table 1.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a)

1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	112	106	114	114	115	103	105	108	114	113	114	116	115	112	112	111	122
	1966	115	110	116	118	118	105	108	114	115	118	114	120	118	116	115	113	125
	1967		114				110	113	116									
	1966	+3	+4	+2	+3	+3	+3	+2	+6	+1	+4	+1	+4	+3	+3	+3	+2	+3
	1967		+4				+5	+5	+2									
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	110	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	115	109	112	119	121	111	108	107	108	111	117	121	118	117	118	113	131
	1966	120	112	117	124	126	114	110	112	114	117	120	126	124	123	122	118	136
	1967		117				119	117	115									
	1966	+4	+3	+4	+5	+4	+3	+2	+4	+6	+5	+2	+4	+5	+6	+4	+4	+3
	1967		+4				+4	+6	+3									
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	111	105	114	112	113	100	105	108	117	114	113	114	114	110	110	110	118
	1966	114	109	115	116	116	102	107	115	115	118	113	118	117	113	113	112	121
	1967		112				107	112	117									
	1966	+2	+4	+1	+3	+2	+2	+3	+6	−1	+4	Nil	+3	+2	+3	+2	+2	+2
	1967		+4				+5	+5	+2									

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See note (a) to Table 1.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	March 30, 1967	
870,110	Davies, Thomsa Leslie	Improvements to magnetic tape sound recording and reproducing apparatus relating to selective stop control.
926,116	Davies, Thomas Leslie	Improvements to magnetic tape sound recording and reproducing apparatus relating to selective stop control.
	April 3, 1967	
802,796	Kali-Chemie A.G.	Method of preparing hydrocarbon-tin compounds
871,144	C. C. Wakefield & Company Limited	Metal organic amino compounds
871,145	C. C. Wakefield & Company Limited	Oil-based compositions
876,894	Alvin Blanck Development Company Ltd.	Power take-off coupling
924,209	Philco Corporation	Manufacture of semiconductor devices
945,092	Cape Steel Construction (Proprietary) Company	Construction and erection of building structures
964,907	Philco Corporation	Colour television apparatus
973,148	Philco Corporation	Audio apparatus
986,822	Exner, Artur Hellmuth Alfred	Reservoir pens
1,006,775	F. W. Berk & Company Limited	Aryl boron dihalides
1,010,792	Pitner, Alfred, & Nadella Societe Anonyme	Combined radio and axial rolling bearing
1,041,002	Exner, Hellmuth Alfred Artur	A retractable stylographic fountain pen

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The Patent Office. GORDON GRANT, *Comptroller.*

Cancellation of 'Licences of Right'

NOTICE is hereby given that the endorsement 'Licences of Right' upon the undermentioned patents was cancelled on April 7, 1967.

NUMBER	GRANTEES	SUBJECT-MATTER
871,415	Commissariat a l'Energie Atomique	Linear ion accelerators
890,063	Diagrit Electrometallics Limited	Tool for dressing the surface of a conical hole
893,185	Commissariat a l'Energie Atomique	Glass electrodes
896,756	Commissariat a l'Energie Atomique	The production of fuel elements for nuclear reactors
898,013	Commissariat a l'Energie Atomique	Process and device for remote indication of the co-ordinate of suspected elements in a network

The Patent Office. GORDON GRANT, *Comptroller.*

Metalworking machine tools, deliveries and orders in March 1967

THE Ministry of Technology provisionally estimate that in March 1967 total deliveries of machine tools amounted to nearly £16 million and net new orders to more than £12 million. Thus orders outstanding fell by over £3 million and at the end of the month stood at £93 million.

With improvements in both home and export markets for machine tools, total deliveries and net new orders showed a marked improvement in March from the extremely depressed figures for February. The monthly figures fluctuate a good deal, and the trend is probably less cheerful, but on a longer view deliveries, both home and export, do not seem to be falling any further.

Home market

After adjustment for seasonal factors, home deliveries in March at £9½ million were £1 million higher than in February. Although the average of the latest three months' figures at £9½ million showed very little change from the previous three months this was about 10 per cent above the average of the corresponding three months of 1966 so that deliveries appear to be holding up near to recent peak levels. Net new orders also rose by £1 million to £8½ million but the average for the last three months was only £7½ million, 8 per cent less than in the previous three months. In unadjusted terms deliveries exceeded orders by nearly £3 million so that orders outstanding fell to £65 million at the end of March, equivalent to just under seven months' work. This was 15 per cent below the level a year earlier.

Export market

Deliveries for export, seasonally adjusted, rose sharply to £3½ million, the highest figure since August 1966, and ignoring seasonal

Table 1. Metal working machine tools orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1962	127·2	35·5	91·7	88·3	34·7	53·6	98·5	38·1	60·4
1963	114·2	39·2	75·0	69·0	29·2	39·8	94·9	33·7	61·2
1964	121·7	37·8	83·9	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2)	141·3	40·7	100·6	104·2	28·9	75·3	157·7	39·6	118·1
1966	149·1	35·8	113·3	100·6	29·5	71·1	145·5	36·4	109·1
1966 1st quarter	37·9	9·1	28·8	104·9	28·3	76·6	38·6	8·5	30·1
2nd quarter	35·6	7·9	27·7	107·7	30·0	77·7	38·3	9·6	28·7
3rd quarter	37·4	9·4	28·0	105·4	30·3	75·1	35·2	9·7	25·5
4th quarter	38·2	9·4	28·8	100·6	29·5	71·1	33·4	8·6	24·8
1967 1st quarter*	41·2	10·2	31·0	93·0	27·9	65·1	33·6	8·6	25·0
2nd quarter									
3rd quarter									
4th quarter									
1966 January	10·9	2·5	8·4	106·5	29·5	77·0	13·2	3·1	10·1
February	11·6	3·0	8·6	104·1	28·3	75·8	9·1	1·8	7·3
March	15·4	3·6	11·8	104·9	28·3	76·6	16·3	3·6	12·7
April	10·5	2·2	8·3	107·5	29·6	77·9	13·1	3·6	9·5
May	12·0	2·8	9·2	107·3	30·2	77·1	11·8	3·4	8·4
June	13·1	2·9	10·2	107·7	30·0	77·7	13·4	2·6	10·8
July	11·3	2·6	8·7	110·8	30·9	79·9	14·4	3·5	10·9
August	11·2	3·1	8·1	108·8	30·9	77·9	9·2	3·1	6·1
September	14·9	3·7	11·2	105·4	30·3	75·1	11·6	3·1	8·5
October	12·3	3·4	8·9	103·9	30·2	73·7	10·8	3·3	7·5
November	12·8	3·1	9·7	103·1	29·9	73·2	12·1	2·9	9·2
December	13·1	2·9	10·2	100·6	29·5	71·1	10·5	2·4	8·1
1967 January*	13·2	2·8	10·4	98·7	29·8	68·9	11·3	3·1	8·2
February*	12·3	3·2	9·1	96·4	28·4	68·0	9·9	1·8	8·1
March*	15·7	4·2	11·5	93·0	27·9	65·1	12·4	3·7	8·7
April									
May									
June									
July									
August									
September									
October									
November									
December									
April 1966-March 1967* (3)	152·4	36·9	115·5	93·0	27·9	65·1	140·5	36·5	104·0
April 1965-March 1966 (3)	142·3	38·4	103·9	104·9	28·3	76·6	155·8	37·6	118·2
Percentage change	+7	—4	+11	—11	—1	—15	—10	—3	—12

* Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) Orders outstanding refer to end of 12 month periods.

factors and price changes were higher than in any previous month except December 1964 and June 1965. The average for the last three months was just over £3 million, the same as for the previous three months. Net new orders seasonally adjusted also rose to £3¾ million, marginally the highest figure for almost two years. The average for January/March 1967 was just under £3 million, the same as in October/December 1966. Thus export orders and deliveries may be resuming the recovery which started a year ago but was recently checked. Orders outstanding fell very slightly to just under £28 million. This was slightly lower than a year ago and represented about nine months' work at recent average delivery rates.

The current monthly figures shown on the attached tables are based on returns made to the Ministry of Technology by firms accounting for about 75 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of more complete information obtained from the quarterly inquiry covering metalworking machine tools; availability of the final figures for the year 1966 has resulted in revisions in the monthly figures for 1966 and January/February 1967.

Numerically controlled machine tools

To meet the need for information on the pattern of production for these more technologically advanced types of machine tool, the Ministry of Technology conducted at the end of 1965 an inquiry addressed to all known producers in the United Kingdom of this equipment, other than plug board controlled. This sought information on all deliveries, by number, made since manufacture commenced, in most cases since 1960, by type of tool and type of numerical control. Regular inquiries into the number and value of orders and deliveries have been conducted subsequently and results are now available for the year 1966.

These are summarized below, together with details of the deliveries made prior to 1966:

Category of Machine	Total Deliveries			New Orders Received	
	1956-Dec. 1965	Year 1966		Year 1966	
	No.	No.	Value £'000	No.	Value £'000
1. Machining centre and multi-purpose (boring, drilling and milling)	76	140	1,763	225	3,069
2. Drilling	193	116	1,034	111	989
3. Milling (including routing)	127	14	234	35	1,176
4. Other	157	31	530	48	979
Total	553	301	3,561	419	6,214
(a) of which numerical position control accounted for (1)	409	290	n.a.	386	n.a.
(b) and numerical contour control accounted for (2)	144	11	n.a.	33	n.a.
(c) For export (NPC and NCC)	n.a.	n.a.	658	124	2,367

Notes:
(1) NPC includes point-to-point control, position with feed-rate control, co-ordinate setting.
(2) NCC includes continuous path control, numerical path control, contour control.

This shows that more than one third of all deliveries to date were made in 1966 and that orders during that year exceeded deliveries by 40 per cent in number and almost 75 per cent by value. This large excess in the value of orders over deliveries as compared with the, still large, excess by number of machines resulted largely from the big increase in orders for the more expen-

(*Continued at foot of next page*)

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1962	127·2	35·5	91·7	88·9	34·4	54·5	98·1	37·9	60·2
1963	114·2	39·2	75·0	69·7	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·8	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2)	141·3	40·7	100·6	105·8	28·8	77·0	159·3	40·0	119·3
1966	149·1	35·8	113·3	102·7	29·4	73·3	145·9	36·3	109·6
1966 1st quarter	34·8	8·1	26·7	107·2	29·3	77·9	36·2	8·7	27·5
2nd quarter	36·9	8·3	28·6	109·0	30·2	78·8	38·6	9·1	29·5
3rd quarter	39·4	10·1	29·3	107·0	29·8	77·2	37·5	9·7	27·8
4th quarter	38·0	9·3	28·7	102·7	29·4	73·3	33·6	8·8	24·8
1967 1st quarter*	38·1	9·2	28·9	96·1	29·0	67·1	31·6	8·8	22·8
2nd quarter									
3rd quarter									
4th quarter									
1966 January	11·0	2·3	8·7	106·5	29·6	76·9	11·6	3·1	8·5
February	10·9	2·7	8·2	104·2	28·8	75·4	8·6	1·9	6·7
March	12·9	3·1	9·8	107·2	29·3	77·9	16·0	3·7	12·3
April	11·3	2·5	8·8	108·8	30·4	78·4	12·9	3·6	9·3
May	12·0	2·9	9·1	108·5	30·6	77·9	11·6	3·1	8·5
June	13·6	2·9	10·7	109·0	30·2	78·8	14·1	2·4	11·7
July	11·9	2·9	9·0	110·2	30·8	79·4	13·2	3·5	9·7
August	13·6	3·8	9·8	107·0	30·3	76·7	10·3	3·3	7·0
September	13·9	3·3	10·6	107·0	29·8	77·2	14·0	2·9	11·1
October	13·1	3·5	9·6	104·9	29·5	75·4	10·9	3·1	7·8
November	12·6	3·2	9·4	104·3	29·4	74·9	12·1	3·1	9·0
December	12·3	2·6	9·7	102·7	29·4	73·3	10·6	2·6	8·0
1967 January*	13·3	2·7	10·6	99·4	29·8	69·6	10·0	3·1	6·9
February*	11·6	2·9	8·7	97·2	28·9	68·3	9·4	2·0	7·4
March*	13·2	2·6	9·6	96·1	29·0	67·1	12·2	3·7	8·5
April									
May									
June									
July									
August									
September									
October									
November									
December									
Average of the latest 3 months* (3)	12·7	3·1	9·6	96·1	29·0	67·1	10·5	2·9	7·6
Average of the previous 3 months (3)	12·7	3·1	9·6	102·7	29·4	73·3	11·2	2·9	8·3
Percentage change	N/C	N/C	N/C	—6	—1	—8	—6	N/C	—8

* Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) Orders outstanding refer to end of 3 month periods.

Assets and liabilities of hire purchase finance companies

AT THE END of March 1967 hire purchase, credit sale and other instalment debt owed to finance companies was £768 million. This was a fall of £39 million during the quarter compared with a fall of £76 milion during the last quarter of 1966, a reflection of the improved level of credit instalment business during the first three months of this year. As in the first quarter of previous years, other securities showed a fall, the figure at March 31 being £22 million below that for December 31, 1966. Trade investments and investments in unconsolidated subsidaries fell by £4 million, while other advances and loans rose by £5 million during the quarter. These changes brought the total of selected assets at end of March to £965 million, a fall of £61 million during the quarter.

Among the most significant movements in liabilities were a reduction of £22 million in bills discounted with United Kingdom banks and discount houses and a fall of £48 million in deposits by United Kingdom non-financial companies. There were smaller falls in deposits by other United Kingdom financial institutions and other United Kingdom residents. These reductions were partly offset by a rise of £33 million in net other borrowing from United Kingdom banks which was at a particularly low level at December 31. This rise reflected both a decrease in cash and balances with United Kingdom banks held by finance houses and an increase in other borrowing from United Kingdom banks. There were small rises in deposits by United Kingdom banks and overseas residents. In total the selected liabilities shown in the table fell by £39 million during the quarter to £1,068 million.

Selected assets and liabilities of finance companies

£ million

Selected Assets	Holdings at							
	Dec. 31, 1963	Dec. 31, 1964	Dec. 31, 1965	Dec. 31, 1966	June 30, 1966	Sept. 30, 1966	Dec. 31, 1966	Mar. 31, 1967
Assets with United Kingdom financial institutions other than banks	9	9	7	12	12	12	12	11
Trade investments and investments in unconsolidated subsidiaries	32	41	54	52	53	51	52	48
Other securities	19	20	20	35	19	35	35	13
Hire-purchase, credit sales and other instalment credit outstanding (1)	659	803	894	807	919	883	807	768
Other advances and loans	77	117	133	120	124	120	120	125
Total of Selected Assets	796	990	1,108	1,026	1,127	1,101	1,026	965
Selected Liabilities								
Bills discounted with United Kingdom banks and discount houses	62	111	114	121	122	125	121	99
Deposits by:								
(a) United Kingdom Banks	71	84	106	85	109	92	85	92
(b) Other United Kingdom financial institutions	30	55	61	76	81	79	76	69
(c) United Kingdom non-financial companies	175	203	255	262	257	252	262	214
(d) Other United Kingdom residents	42	66	96	115	105	113	115	107
(e) Overseas residents	72	86	136	131	152	147	131	134
	—	—	—	—	—	—	—	—
Total deposits	390	494	654	669	704	683	669	616
Other borrowing:								
(a) United Kingdom Banks (net) (2)	85	116	113	47	92	93	47	80
(b) Other United Kingdom financial institutions	6	7	7	3	5	4	3	4
(c) United Kingdom non-financial companies	1	2	2	1	1	1	1	1
(d) Other United Kingdom residents	8	7	6	5	5	5	5	5
(e) Overseas residents	1	—	—	—	—	—	—	—
	—	—	—	—	—	—	—	—
Total other borrowing	101	132	128	56	103	103	56	90
Unearned finance charges	71	88	96	81	95	89	81	81
Issued capital and reserves (3)	151	172	174	180	177	178	180	182
Total of Selected Liabilities	775	997	1,166	1,107	1,201	1,178	1,107	1,068

(1) Including agreements block discounted with finance houses by retailers.
(2) Cash and balances with United Kingdom banks have been deducted from this item.
(3) As shown on each company's last balance sheet.
— Indicates less than £0·5 million.

MACHINE TOOLS, *continued*

sive, special purpose, milling machines, and a doubling of the average value of these as compared with the level of deliveries in 1966. The latter added only another 10 per cent to the total deliveries of such machines to date whereas for the other category to show a big excess of orders over deliveries, the multi-purpose/machining centre machines, deliveries in 1966 were twice all previous deliveries to the end of 1965. These machines represented only 14 per cent of deliveries, by number, prior to 1966 but rose to almost a half in 1966 and of orders received in that year more than half.

Even more striking is the volume of export orders: 30 per cent of the total by number and 40 per cent by value compared with under 20 per cent of total value of deliveries during 1966. Similarly the more sophisticated NCC machines, mainly 3D without tool change, although still small in number showed a level of orders three times as large as deliveries.

Further results from these inquiries will be published every three months in future and as manufacture extends it is hoped to include more detail by type of machine and of export deliveries.

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal *(Patents),* the Trade Marks Journal, British Patents Specifications, Abridgments of Patent Specifications *(with drawings),* Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or by personal application at the Public Sales Counter of the Patent Office, 25 *Southampton Buildings, London, W.C.*2.

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

Exhibitions and Fairs

President praises local enterprise behind Darlington Industrial Exhibition

After opening the Darlington Industrial Exhibition, Mr. Douglas Jay, President of the Board of Trade, toured the stands. Picture shows the President and Councillor Alan Brown, Mayor of Darlington, talking with officials of Chrysler-Cummins Ltd. and Cummins Engines Co. Ltd.

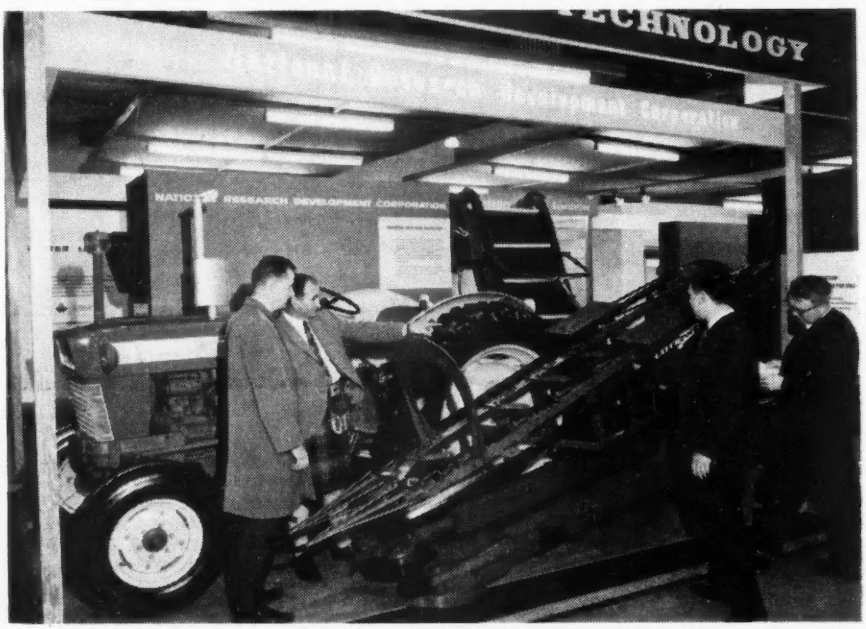
'THE Darlington Industrial Exhibition should both demonstrate the success of the efforts made to bring new industry into Darlington and Tees-side since the war and help in one of the Board of Trade's main jobs, that of attracting still more industry into the area,' said Mr. Douglas Jay, President of the Board of Trade, at the opening of the exhibition on May 9.

'The Board of Trade is now offering more generous incentives for firms to come to development areas than ever before,' said Mr. Jay, 'including the 45 per cent investment grant for plant and machinery during 1967 and 1968. We are constructing a major industrial estate at Thornaby on South Tees-side, which in time should rival Aycliffe in the total employment provided. Already two advance factories have been built there and one has already been allocated to a firm. Another large factory of 100,000 sq. ft. is nearing completion and yet another of 180,000 sq. ft. has been approved. In the North-east as a whole, despite the credit squeeze, which has now been happily relaxed by three reductions in Bank Rate, new industrial development schemes have been approved at a high rate throughout the past two years. Indeed, total approvals in 1966 for new factory building in the Northern Region at 8,460,000 sq. ft. were a record for the past 10 years.

'In the Darlington/Aycliffe employment exchange area itself, newcomer firms have brought in since 1945 extra employment which now totals over 13,000. Since 1960 new schemes in this area approved by the Board of Trade should eventually give employment to about 8,250 people of whom 6,500 will be men. I know there have been anxieties in the past six months' squeeze period; and it is therefore reassuring to know that many expansions are going forward even though a few firms may be contracting. The Board of Trade estimate of future jobs in prospect during the next four years from new industrial building already authorized, and new schemes in existing premises in Aycliffe and Darlington, totals 3,560, most of them for men. New jobs are thus being created while some inevitably disappear, as this country's industrial structure is modernized to face the contemporary world.'

The President pointed out, however, that the job of revitalizing older industrial areas and using the abundance of skills which the active workers in these areas possessed could only be carried out successfully through a partnership between industry, local authorities, the Board of Trade, the Industrial Estates Corporation and many others. For instance, the Central Office of Information – working with the Board of Trade – sent out from its Newcastle office stories, pictures, films and radio material to all parts of the world, publicizing the industry of the Northern Region.

In conclusion, the President said that he believed that the exhibition was 'an excellent example of what local enterprise can contribute to the attraction and development of new industry.'



A dozen outstanding technological developments from British Government research stations, industrial research associations and leading British companies were shown under the title 'Ideas from Britain – Ideas for Sale' by the Ministry of Technology in a special display, pictured above, at the British Industrial Fair in Toronto from May 1 to 5. Over 300 British companies took part in the fair, displaying over 1,500 freight tons of machinery and equipment valued at more than £2 million. The British Industrial Fair, which was part of the Canadian Production Show, was Britain's largest single overseas exhibition for 1967. It is hoped to publish a report in the May 26 issue of the Journal.

BRITISH INDUSTRY ON SHOW IN ISRAEL

BRITISH INDUSTRY will be represented in Israel at the exhibition 'Agrexpo '67' from May 23 to June 10. An Information Stand will supply details of British products in the fields for which the exhibition caters: agriculture, food processing, packaging machinery and materials, chemicals and pharmaceuticals, household and kitchenware, food and drink, foodshop fittings, etc. Firms wishing to have their literature distributed should send it as soon as possible to the Commercial Department, British Embassy, 3 Rehov Rembrandt, Tel Aviv, Israel, clearly marked 'Agrexpo '67'.

An article: 'Understanding the Israel Market', by the Hon. Marcus J. Sieff, chairman of BNEC Israel, will appear in next week's Journal.

UK machine tools' success in Chicago

A report from the British Consulate-General, Chicago

FORTY-THREE enterprising machine tool and tool manufacturers, members of the Machine Tool Trades Association and the Gauge and Tool Makers Association, made a striking bid to establish sales of their equipment in the United States market by exhibiting at the American Society of Tool and Manufacturing Engineers show held in Chicago at the International Amphitheatre from April 24 to 28.

The massive group display, jointly sponsored by the Board of Trade and the two trade associations, presented the largest and most impressive array of machine tools and equipment from Britain ever seen in the United States. The British display area covered some two aisles, occupying nearly 12,000 square feet of floor space. It compelled considerable attention from both visitors and other exhibitors alike, this leaving little doubt as to the unqualified success of the 43 British participants. Numerous favourable comments were to be heard about the imaginative, indeed aggressive way in which Britain had tackled the show and also about the quality of equipment on display no less than the excellent stand design, in itself an impressive flag flying exercise.

A senior ASTME executive commented at their annual banquet that Britain had really come to town; that when walking around the British exhibits it was almost like being in Britain, and so it was.

Doubtless inspired by success at previous ASTME shows and by the size of their huge exhibit, British executives and their staffs briskly set about their task from the word go to demonstrate to all-comers that the British machine tool industry is equal to the task of proving that they are second to none and capable of meeting the exacting demands of the American machine tool market. It was no mean achievement when at the close of the show they had chalked up $4 million worth of business and had received 3,000 firm inquiries for their equipment.

There were many notable achievements by British participants and most had a success story of one kind or another to relate. They were unanimous in concluding that business-wise it was a most worthwhile show and are eager to participate in next year's event.

Amongst them were many first-timers on the American scene and they are to be congratulated on their achievements in their first venture into the tough United States market.

Those firms who had participated in previous ASTME shows reported that they had made greater sales than before. Other participants already established in the United States market took the opportunity of expanding their sales efforts and consolidating themselves in the market.

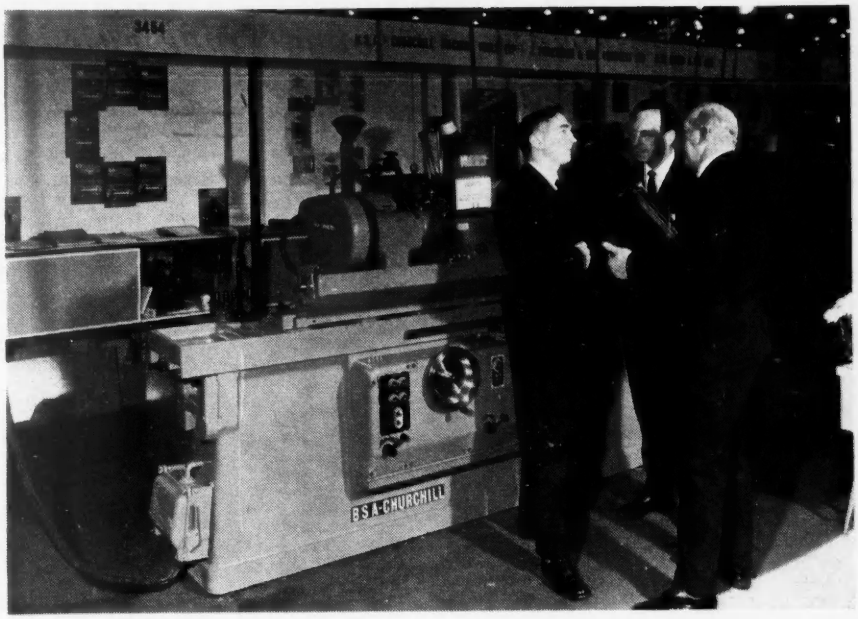
With nearly 700 exhibitors occupying more than 400,000 square feet of floor space, this year's event was the largest ever staged in the history of ASTME exhibitions. Attendance figures of nearly 44,000 broke all previous records.

Foreign participation was greater than ever and competition remains fierce. It was estimated that some 20 per cent of the exhibition space was taken up by companies from 19 different countries.

The Japanese Machine Tool Trades Association's exhibit alone occupied more than 10,000 square feet – second only to Britain in size of exhibit area. Canada and Italy also had officially sponsored exhibits. Russia, to the surprise of many, showed equipment for the first time in the United States in the form of a vertical turret lathe and a horizontal boring mill, displayed on the stand of a Montreal distributor. Well-known American participating companies included Cincinnati, Giddings and Lewis, Warner-Swasey, Landis, DoAll and Ingersoll, just to mention a few.

It is perhaps a little early to make a true assessment of the full impact of British participation but clearly, judging from results obtained thus far, there would seem to be an excellent market in the United States for British made machine tools providing, of course, that price and delivery are competitive. And of the two the latter appears to be the more decisive criterion.

Next year's event is to be held at the Civic Centre in Philadelphia.



$4 million worth of business and 3,000 firm orders for equipment at the end of the ASTME show in Chicago proved British machine tools manufacturers' determination to meet the exacting challenge of the American tool market. The largest display of this type of British equipment ever seen in the United States, it attracted many favourable comments about the aggressive and imaginative way in which Britain had tackled the show. Picture shows visitors talking to one of the 43 United Kingdom participants.

London Fur Fashion Group in New York

A COLLECTIVE display of the latest British fur fashions will be shown by the newly-formed London Fur Fashion Export Group, by arrangement with the Board of Trade, at the British Trade Centre, New York, from June 12 to 16 during the special events organized for the trade by the Fur Information and Fashion Council of the United States.

Members of the London Fur Fashion Export Group have recently carried out a successful selling mission to Sweden, Denmark and Switzerland, and participated in the recent International Fur Fair in Frankfurt.

Visitors to the British stand at the 42nd Lille International Fair, held from April 22 to May 7. The main theme of the fair this year was chemistry and textiles, and the British stand received many valuable inquiries, both general and about the fabrics on show. A report of the fair appears on page 1312.

Growing importance of Tokyo Trade Fair

By H. A. H. Cortazzi, Counsellor (Commercial), British Embassy at Tokyo

THE SEVENTH Tokyo International Trade Fair was held at the Harumi Fair Grounds from April 18 to May 7. During this period some three million visitors (including 10,000 registered foreign buyers) attended the 189,000 sq. metre site on the edge of Tokyo Bay.

In a total of 2,000 exhibitors were some 330 individual exhibitors from 35 foreign nations, thus emphasizing the growing international importance of this well organized Fair. The exhibits were housed in nine exhibition buildings, three national pavilions, eight other special buildings and a large outdoor exhibit area.

Apart from the national pavilions erected by Switzerland, West Germany and the State of Washington, most of the foreign goods on show were to be found in Hall No. 3 which was set aside especially for foreign participation.

For the first time British manufacturers took part on a joint venture basis, the London Chamber of Commerce in association with the Board of Trade, organizing a display by 20 firms and manning an information booth. Our exhibit covered a 36 booth area and was in fact the third largest in the hall. The crisp functional appearance of our stands, designed by the COI, was praised by the participants.

A very wide range of exhibits was shown with consumer goods playing an important part as they did, in fact, throughout the whole of the Fair. Many of the participating British firms sent out representatives for the show; this action was warmly appreciated by their Japanese agents. It was also very useful in helping the firms concerned to deepen their understanding of this sophisticated and complex market.

From the outset, a high level of interest was shown in the British display. Within a few hours of the opening, the contents of the glass and chinaware stands were earmarked by a large department store for display at their own store promotions. A firm producing motor car accessories reported receiving substantial orders for their electrical switches and considerable interest in their other lines.

Another company sold a complete set of textile cutting-out equipment and said that prospects of further sales to representatives of Japan's expanding ready-made garment industry were good.

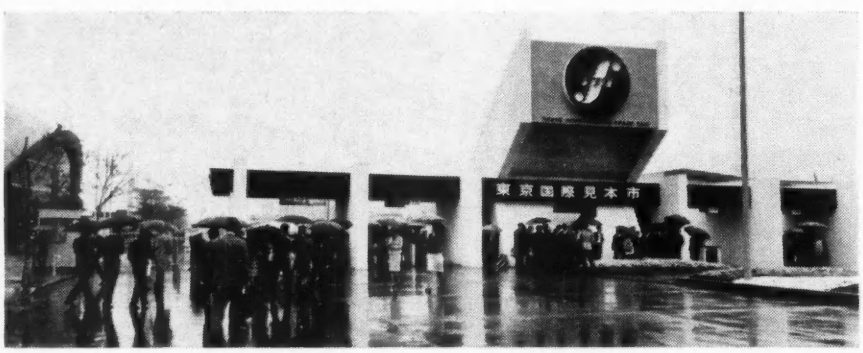
Considerable enthusiasm was shown, too, for a sausage making machine incorporating a new casing process. Several important companies in the food industry were very interested and there are good prospects for the sale of a number of machines and a possibility of manufacture under licence in Japan.

An encouraging report was received from the representative of a firm exhibiting an electronic pencil follower and trace analyzer. No similar equipment exists in Japan and he is confident that current negotiations will lead to substantial sales to shipbuilding and other important industries.

Several companies were introducing their products to Japan for the first time. In each case they were delighted with the response and were able to establish particularly good relationships with the companies which they chose to represent.

The British Ambassador visited the stands on two occasions, once immediately after the opening ceremony, and a few days later when he escorted HIH The Crown Prince around the display.

From the start and right through to the end of the show the exhibitors were most enthusiastic about prospects in the Japanese market and several are already considering the possibility of showing at next year's Fair to be held in Osaka from April 9 to 29.



A scene from the 7th International Trade Fair, Tokyo, which closed on May 7. Twenty British firms took part on a joint venture basis with the Board of Trade and the London Chamber of Commerce. Consumer goods played a very important part in the Fair.

Focus on chemistry and textiles at Lille

A report from the British Consulate General, Lille

THE 42ND Lille International Fair which took place this year from April 22 to May 7, had as its main theme chemistry and textiles, and in particular the applications of chemistry to textiles in the form of synthetic fibres.

This was an especially happy choice for this region, as one of the chief hopes for the renovation of this predominantly textile area is to concentrate more and more on man-made fibres.

It also happens that this is a sphere in which the United Kingdom is particularly well endowed and the official British stand was therefore able not only to make a good show of very attractive and colourful fabrics, some draped gracefully over models, but to provide information about and samples of some of the chief industrial and other uses of synthetics.

The stand, which was produced by the Board of Trade and the Central Office of Information with the collaboration of the British Man-Made Fibres Federation and the Textile Council, was generally considered to be one of the most attractive in the main hall of the fair, which also included official Belgian, Austrian, Dutch, Polish, Czech, Spanish, Swedish and German stands as well as those representing some of the major continental synthetic fibre manufacturing firms.

Precise figures of the number of visitors are not yet known, but it is expected that these will be at least as high as last year when one and a half million people passed through the fair. Inquiries at the British stand were particularly numerous in connection with the fabrics on show but there were also many general inquiries about British products and what is perhaps more valuable, a large number of useful business contacts were made during the course of the fair which could lead to an increase in local trade with Britain. This fair, in which 3,500 exhibitors took part, is of course, a general fair in which is included everything from heavy public works machinery to foodstuffs through office and household equipment, garden tools, tents, caravans, etc. The stands illustrating the theme of the fair are usually restricted to the main hall.

The importance of this fair has been enhanced this year by the recent creation of the Metropole du Nord, a conurbation of nearly one million people consisting of Lille-Roubaix-Tourcoing, Armentières and their neighbouring smaller municipalities, thus competing with Lyons as the second city of France.

The British stand was presented on 'La Journée de Grande-Bretagne' (May 5) by Mr. Clive Rose, counsellor commercial at the Embassy in Paris. After an official lunch was given by the fair authorities to which personalities of the region were invited, Mr. Rose visited most of the stands (some 25 of them) at which a large variety of British goods were on show. These included, *inter alia*, office machinery, domestic equipment (e.g. dish washers, electric heaters), caravans and foodstuffs. This was followed by a cocktail party at the stand given by the Consul General, which was attended by some hundred leading local officials and businessmen. Scotch whisky and English beer were the most popular British exports on this occasion!

It was generally agreed that this year the British stand and the British Day had made a particularly powerful impact at the Lille Fair. Moreover, agents of British firms here who exhibit regularly at this fair were almost all very satisfied with the results obtained. They consider the Lille Fair one of the best of the general fairs in France. British firms interested in doing business in this part of France might well consider either exhibiting through French agents or, if they have no local agents, seeking the assistance of the British Consulate General in Lille (60 Boulevard de la Liberté) in finding a suitable local firm to represent them. It would, of course, be better still if a representative of the British firm could visit the region, which is the most densely populated and heavily industrialized in France. With an old established industry which is at present in process of modernization, rationalization and diversification in order to equip it to face competition within the Common Market, this region should present many opportunities to British exporters of industrial equipment, machine tools and such like. Lying as it does on the threshold of the Common Market *vis-à-vis* Great Britain, Northern France forms a useful stepping stone for those British manufacturers wishing to enter the European market, whether we are successful or not in joining the European Economic Community.

Fashions at Düsseldorf

A report from the Commercial Section, British Consulate-General, Düsseldorf

THE 73RD International Fashion Trade Fair (IGEDO) Düsseldorf, like that in March, provided manufacturers with an opportunity of showing their collections of women's and girls' autumn and winter wear. The fair took place from April 23 to 27, and the emphasis this time was on blouses, dresses and ensembles. Many exhibitors were still offering garments for the late summer season and most were showing skirts and coats as well. 1,300 manufacturers with over 3,000 collections took part, 900 firms with stands in the halls, and the others in hotels in the town. The number of visitors, 17,500, of which 2,000 were foreign, was less than that at the April fair last year. For the first time the fair authorities themselves set up and fitted out a boutique section where exhibitors could rent stands ready made. Seventy firms took stands in this section, of which 37 were German, 16 Italian, 13 French and one firm each from the United Kingdom, Switzerland, United States and Finland.

Of the 175 foreign exhibitors, 19 came from the United Kingdom. Five firms: Anthony Miller, Jamie Fashions, Kiddie Clothes Ltd., Wallis of London and Cumberland Fashions were exhibiting on their German agents' stands; 15 in a Joint Venture which was sponsored by the Board of Trade and organized by the Clothing Export Council, including one firm, Harbro Mantles Ltd., in the Boutique International. The firms in the Joint Venture were Shubette of London Ltd., Maxton of London Ltd., F. J. Bacon Ltd., John Craig, Davisella Ltd., Ellis Bridals, Aubrey Segal Ltd., Slimma Ltd., Alexander Newman Ltd., Wendy Dresses Ltd., Gor-ray Ltd., Selincourt Ltd., L. Harris (Harella) Ltd., Mortimer Fashions and Harbro Mantles Ltd. The Joint Venture stands, of simple and open design, were placed conspicuously in two of the busiest halls and had the approval of most of the British exhibitors. The Boutique International was an excellent innovation. It was compact, pleasantly appointed with carpets, flowers and a fountain, and the bright, fashionable collections were presented amid colourful umbrellas and many other accessories. The stands were open and informal and there seemed always a great deal of bustling activity around them. It was a pity that only one British firm had taken a stand there.

The largest group of foreign firms, 57, came from France, The Fédération Française des Industries du Vêtement Feminin organized a large and extremely elegant Joint Venture stand. Italy, too, was represented by a large group of firms (46) and had a Joint Venture stand. These were followed by Britain (19), Holland (15), Belgium (10), United States (7), Switzerland (7), Austria (5), Finland (4), Denmark and Sweden (each 2 firms), and Hong Kong, Ireland, Spain and Turkey with one firm.

There is no doubt that neither the number of visitors nor the amount of business done came up to the expectations aroused by previous fairs in Düsseldorf. These slightly disappointing results were due to the present state of the German economy. British firms that have already exhibited several times here seemed, in spite of this, to have taken satisfactory orders from German buyers, other Common Market countries, from EFTA, and from countries farther afield, such as South Africa, Kuwait and the Lebanon. Firms exhibiting for the first time, for instance, Anthony Miller, were pleased with the interest that their products had aroused, and were intent on tackling the German market with persistence and enthusiasm. The experienced agent of one British firm remarked that of all foreign markets the German was the slowest. He had sold to Holland, Finland, Austria, but the German customer needed a great deal of convincing and perseverance was the only answer.

British fashions attract the interest of buyers at the 73rd Igedo Fashion Fair in Düsseldorf. The Board of Trade and the Clothing Export Council organized a Joint Venture at the fair in which 13 manufacturers participated.

Most of the exhibitors said that the buyers were extremely cautious. They appeared to have a limited amount of money available and were unsure how best to spend it. This was probably one of the reasons for the success of the Boutique International. It was sufficiently different to help the buyers pick their way among the confusing 3,000 collections and make a choice.

In the course of the fair an official visit was made to the stands of the British exhibitors by Mr. J. M. Fisher, HM Consul-General at Düsseldorf. British participation was given good publicity in the press. In spite of the fact that this fair was quieter than the one in April last year, the British firms were satisfied with the business that they had concluded and expressed their intention to return in the autumn.

Scottish Materials Handling Exhibition

AN IMPRESSIVE display of freight containers and container handling techniques and equipment, plus a specially convened one-day seminar by the Institute of Materials Handling, entitled 'The Container Revolution in Transport', forms an important new attraction at the 1967 Scottish Materials Handling Exhibition, which closes tomorrow (May 20).

Mr. William Ross, Secretary of State for Scotland, in a special message welcoming the exhibition says: 'I am proud that the Scottish port of Grangemouth has been the first in Britain to offer a regular trans-Atlantic service for container ships'.

It was also recently reported that the Clyde Port Authority plan a container terminal for Greenock.

Fry's Metals' stand at the Hanover Fair was visited by Mr. Stuart Edwards, British Economics Minister in Bonn (right) and the Consul-General, Mr. D. W. Hennessy (left). Picture shows Mr. V. B. Elliott, director of Fry's, explaining the details of the micro-conveyor line to them. Fry's reported that they were very pleased with the interest shown in their products, and that a number of valuable export inquiries had developed through their participation in the Fair.

Overseas Trade and Exports

Venezuela: Keep out of this market unless...

By K. D. Jamieson, Commercial Councillor, British Embassy, Caracas.

Venezuela last year overtook Argentina as our best market in Latin America, taking our exports to the tune of £23½ million; but we only have 6 per cent or less of the import market. It is difficult to believe that with the right approach we could not do more.

AH BUT, you say, Latin America is that dreadful part of the world where they're always having revolutions and where they never have enough money to pay for their foreign purchases. So opine a lot of people in Britain who think they know best, not to mention a lot of people who ought to know better.

But that is not why you should stay out of the Venezuelan market. Besides it's not true – no truer than of other parts of the world. In any case this is an article not about Latin America but about Venezuela; a country where there are no complications of exchange control; whose international reserves, for a population of under 9 million, seldom drop much below United States $800 million, and are frequently higher; whose government, even before the recent increase in taxation, received from the oil industry alone the equivalent of over £1 million every day of the year, Sundays included; a country which has shown a marked and rather successful determination to avoid inflation.

Are we interested?

A Venezuelan Economic Mission nominated by President Leoni is to visit Britain from May 22 to May 26. The Mission will be led by Dr. Alejandro Osorio, the Minister of Agriculture, and will include the president of IVP (the State-owned petrochemical company) and four industrialists whose interests cover food canning, steel conduit tubing, paper making and converting, motor vehicle assembly, and meat. The president of the Development Organization for the West Central area of Venezuela will also be a member of the Mission. This is proof, if any is needed, that the Venezuelans are interested in buying from us. The question constantly put to me is: 'Are you people interested in *selling* to us?' And by interested they do not mean vaguely interested, but really interested – to the extent of making a conscious effort to meet the necessities of the market

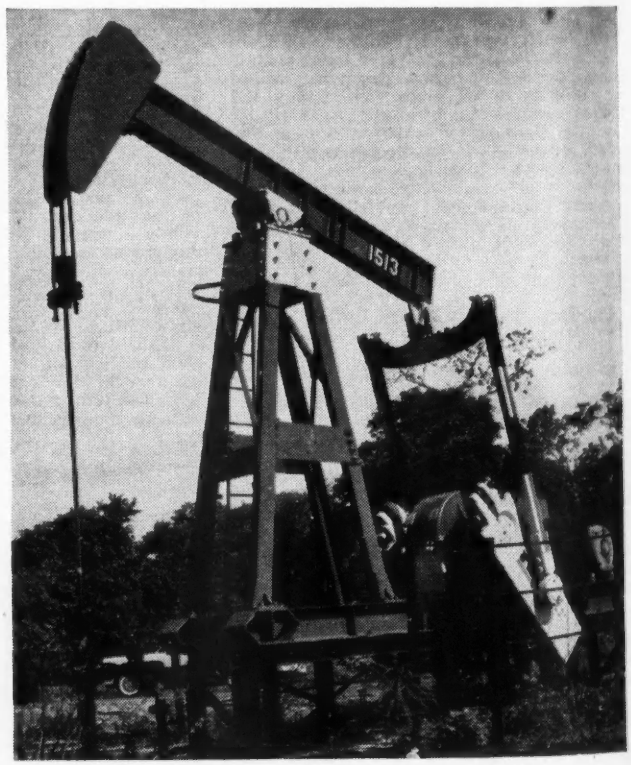
That is what this article is about. It is not about *what* you can sell here. You can get all the details from the nearest office of the Board of Trade. (Briefly the answer is not a lot in the consumer line but pretty well anything in the way of capital goods; but there is heavy protection for local industry and it is always better to check.) It is about *how* you have to set about selling if you are to succeed.

Check your rating

Periodicals more frivolous than the *Board of Trade Journal* sometimes publish quizzes designed to gauge their readers' chances of success in anything from romance to high finance. Here are some questions which might form part of a quiz designed to test whether you are the people to succeed in the Venezuelan market.

1. **An agent has been recommended to you.** Do you: (a) send him a stock impersonal letter detailing what you expect him to do for you and implying that you are doing him a great favour? (b) write him a personal letter expressing satisfaction that he is willing to try out your agency and your certainty that the combination of your quality and his salesmanship will result in mutually profitable business? (c) give him the selling points of your product and where appropriate follow this up with a personal visit?
2. **You are asked to send out a price list showing the United States dollar equivalents.** Do you: (a) do so? (b) reply that you have no means of converting into dollars?
3. **Your agent advises that business can be got if you adopt a certain procedure, e.g. put up your goods in packages of a certain size.** Do you: (a) accept his advice? (b) reply that you have had years of experience doing things your way in Australia and New Zealand and that you find his suggestion unacceptable?

(*Continued on next page*)



A Le Grand pump operating in the Shell oilfields in Venezuela. This one is at Bachaquero Field, State of Zulia.

4. **You are asked for a quotation for a machine for the manufacture of tiddlypushes.** Do you: (a) send it? (b) supplement it with descriptive literature in Spanish and with advice on how to fit the machine into the tiddlypush production line? (c) if the request seems a bit nonsensical, probe to find out what is really needed?
5. **You realize that you are in danger of falling behind with a delivery promised for next month, perhaps because you are awaiting a component from a sub-contractor.** Do you: (a) do nothing? (b) telephone the sub-contractor on the lines of 'I say, old boy, there's a tiresome Venezuelan who wants his stuff. See what you can do'? (c) jolly well see to it that the delivery date is met, meanwhile warning the customer there may be some delay?
6. **A customer reports that a machine is out of order for lack of a couple of washers.** Do you: (a) 'process' the order and forget about it until six months later when the customer again complains? (b) get hold of the washers and send them out immediately by air freight?
7. **You have in the past sold through the London purchasing office of a Venezuelan organization; for various reasons they switch to local purchasing.** Do you: (a) come out and arrange for local stocking of your product? (b) decide that it is all too difficult and that it is better to wait for customers who are willing to come to you?
8. **You read in the *Export Service Bulletin* of a project in Venezuela which might be of interest to you.** Do you: (a) ask the Embassy to keep you informed of developments? (b) write (in English) to the responsible authority saying that you would like in due course to be considered for the job? (c) send a high calibre man out to establish personal contact with the responsible authority at the top level?
9. **A good customer falls behind in his payments.** Do you: (a) hand the whole thing over to your accounts department for the despatch at fixed intervals of increasingly rude impersonal reminders? (b) get your agent to take the matter up on an, initially at least, personal and friendly basis? (c) whether you are dealing direct or through your agent, treat the customer as a friend for as long as you can, recognizing his difficulties (or pretending to) but asking him to do his best?
10. **You discontinue a certain line.** Do you: (a) inform your agent? (b) wait until he has collected an order from an important customer?

Why these questions?

No prize is offered for a correct solution. Perhaps there is no such thing. But the underlying thought is this. Venezuela offers excellent opportunities. However, precisely because its economy is so sound, it has already attracted aggressive salesmen from all over the world. To make room for yourself in what is a comparatively small and, as far as would-be sellers are concerned, saturated market you will have to push someone else out. You will have therefore to woo customers and agents alike; and you cannot expect quick and easy results.

These questions do not pretend to cover the whole subject of selling methods in Venezuela. They are intended rather to exemplify certain attitudes; and assuming that your product is what is needed and is priced right, they cover four factors, which can make all the difference to your sales here.

Deliveries. It is one thing, though an unfortunate thing, to lose orders because of long delivery offers. It is quite another thing to get a bad reputation and therefore lose further orders because of broken delivery promises. The point here is that the buyer is not interested in the excuse or the reason. Whatever it may be he will regard you as responsible; and to the extent that the cause is outside your direct control will expect you to raise enough stink to overcome it. Our American competitors have an advantage in that they can ship their goods down from the United States so much faster. This makes it all the more important to keep a constant eye on deliveries and make sure they do not lag, as indeed the best British firms do as well as our continental competitors. And in this connection, do we really make enough use of air freight in order to keep our customers' machines working?

Chasing the opportunities. This is not a market where the apples will fall of their own accord. You will have to climb the ladder. Generally speaking the customer will not come to you; you must go to him. In one example quoted, the mere sending of a letter as in 8(b) is emphatically not enough to ensure that you will be among those invited to bid; while many projects, especially in the private sector, will not be put out to tender at all. The principle is the same in other spheres.

Adaptability to local methods and needs. This is obvious, but it is amazing how many letters we get couched in terms approximating to 3(b). You may think some local ideas are crazy. Perhaps they are; but the Venezuelans are our customers and therefore must be right. And you presumably want to help your agent to sell for you.

Communication with the market. It is obviously essential to build up a proper relationship with customers and above all with agents, who are hard to find and only too easy to lose. Unfortunately quite a few agents are reluctant to take on British lines, because they claim to have been let down in the past by their British principals. When we analyse the complaints and allegations, whether of customers or agents, we often find that part of the trouble is lack of interest, and another part inefficiency in the office. But there is another aspect. The best relationship comes when we try to put ourselves in the other fellow's shoes. At a distance of 4,000 miles it may not always be easy to understand the other man's problems; but it is worth trying. It is certainly worth remembering that *he* is 4,000 miles away and a foreigner to boot, and cannot be expected to understand *our* way of doing things – our pounds, shillings and pence for example, or the organization of the Board of Trade (and yet why do so many letters to Venezuelans as a result of a notice in the *Export Service Bulletin* begin with the meaningless 'Reference ESB 345/67'?). Above all, before you sign a formal letter in English it is worth visualizing its effect on someone accustomed to the flowery politenesses of the Spanish tongue – and then tearing it up and trying again. Many misunderstandings can be avoided with a little care and forethought. And of course when there is something substantial at stake those 4,000 miles are not so serious an obstacle if you use the telephone; the connection is excellent, not surprisingly since the Venezuela-United States link, completed last year, was British-made and British-laid.

The moral and the challenge

Two final points. First, nothing in the above is very new; you have probably heard it before *ad nauseam* and are tempted to write to your MP about impertinent members of HM Diplomatic Service who don't know the first thing about business. Maybe we don't; but we do know a bit about the local scene and about what local businessmen say of the performance of some British firms. And every one of the attitudes or behaviours which I have at least by implication criticized is taken from real life, either our own observation or what Venezuelans have told us.

Secondly, on the other hand, many examples can also be quoted of the right attitudes and behaviours. There are plenty of British firms who are tackling the market successfully and in the right way. Unfortunately, however, just as on the whole, Latin America is only 'news' in Britain if there is disorder, disaster or debt, so it is the bad examples of British export performance that get talked about here.

And that is why unless you can conscientiously give yourself a reasonably high rating in the suitability quiz you should stay out of this valuable market; otherwise you will be not only wasting your own time but also spoiling the wicket for others. But if you are prepared to go the whole hog, consciously to cultivate the market and not least to 'think Venezuelan' in your approach to it, there are challenging opportunities waiting to be exploited.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel. Abbey* 7877, *Ext.* 2653/6) *and not to Her Majesty's Stationery Office.*

TRADE AND FINANCIAL ARRANGEMENTS

Denmark and Norway: Trade agreement on agricultural products

THE EFTA Secretariat has recently published the following English text of a trade agreement between Denmark and Norway on agricultural products which was agreed in December 1966 at Oslo in an exchange of letters between the Norwegian Ministry of Foreign Affairs and the Danish Ambassador to Norway.

The Royal Ministry of Foreign Affairs, Oslo, December 23, 1966.

Mr. Ambassador,

I have the honour to acknowledge receipt of your Excellency's note of December 22, 1966, which reads as follows:

'In the course of the Danish-Norwegian EFTA-negotiations on agriculture, held in Copenhagen on October 14, 1966, agreement was reached on the following:

I

(1) Norway will, to the greatest possible extent, cover its supplementary requirements for beef and veal by imports of fresh and chilled products.

(2) The Norwegian import duty on guts under heading 05.04 which are not already being treated as EFTA goods, will be abolished *vis-à-vis* all countries.

(3) Norway undertakes a global binding of the existing free period from November 1 to March 31 for importation of adiantum, asparagus and other foliages and twigs for ornamental use, heading 06.04.901.

(4) Norway will establish an annual global import quota for 10 tons of fresh mushrooms.

(5) The Norwegian import duty on garden and field seeds, heading 12.03 imported from Denmark and other EFTA countries will be abolished, except for red clover, heading 12.03.130; timothy grass, heading 12.03.240; swedes and turnips, heading 12.03.431; and common cabbage, heading 12.03.449.

(6) Norway will establish an annual import quota for sweetfat, fatty emulsions and similar products of the kinds used by bakers, heading 21.07.529, amounting to kr. 100,000.

(7) Norway will establish an annual global import quota for 15 tons of fried onions, ex heading 20.02.299.

II

It is a condition for the abolition of the import duty on the goods specified in section I, item (5) that the goods satisfy the requirements on area tariff treatment and drawback, stipulated in the EFTA Convention, articles 4 and 7. The tariff concessions and global quotas offered by Norway shall take effect as from January 1, 1967.

I have the honour to propose that this note and your affirmative reply constitute an agreement between the Danish Government and the Norwegian Government.'

In reply, I have the honour to inform Your Excellency that this proposal is acceptable to the Government of Norway, who will regard Your Excellency's note of December 22, 1966 and this reply as constituting an agreement between our two governments.

Please accept, Mr. Ambassador, the assurance of my highest consideration.

(Signed) John Lyng.

His Excellency,

Mr. John Knox, Ambassador to Denmark.

All inquiries relating to this notice should be made to Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2305), quoting reference CRE 10532/G.

Canada and Bulgaria

THE Canadian Government and the People's Republic of Bulgaria signed a renewal of the 1963 Trade Agreement on April 26, 1967, providing for a three-year extension of the most-favoured-nation treatment between the two countries and for further sales of Canadian wheat.

Cyprus and Rumania

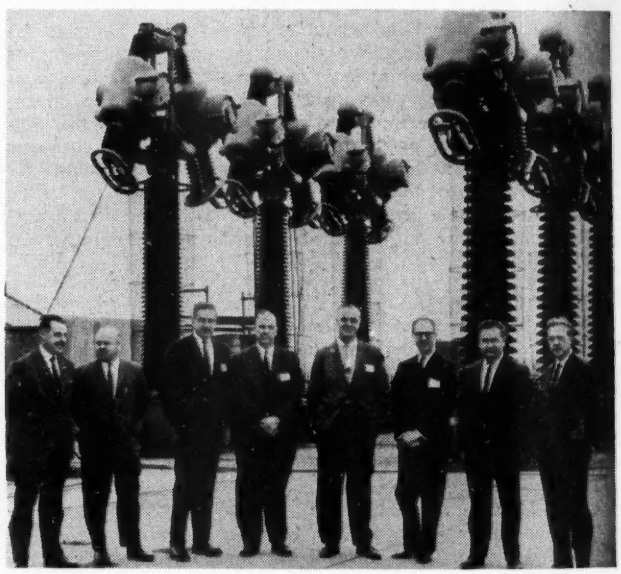
A PROTOCOL extending until December 31, 1967, the operation of the 1962 Trade and Payments Agreement between Cyprus and Rumania was signed in Nicosia on April 24. The level of trade envisaged in the protocol is £710,000 in each direction, i.e. the same as last year.

Iran and the USSR

A NEW TRADE AGREEMENT between Iran and Russia was signed on March 2 to come into effect on April 1. The preceding trade agreement which was signed in June 1964 expired on March 30 this year.

According to one of the local economic publications, the Agreement is to cover a period of five years, the aggregate value of goods amounting to $554 million. The Iranians are to supply textiles, metal ores and consumer goods; the Russians to provide unprocessed vegetable oil, iron, butter, road and agricultural machinery, locomotives, cement, aircraft and fertilizers.

Inquiries concerning this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 222 7877, Ext. 3508), (Reference CRE 7056/G).



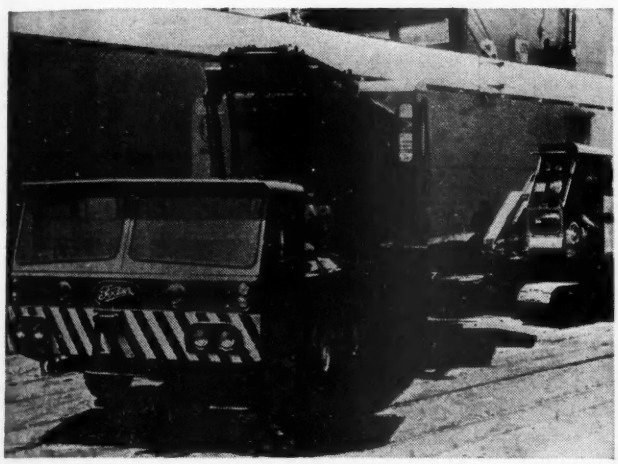
Five members of a Mission from Canadian electric power companies, touring Britain until May 21, visited the Hebburn on Tyne, County Durham, works of A. Reyrolle and Co. Ltd. on May 12. The visitors, from the Prairie Provinces, saw Reyrolle's latest extra high-voltage switchgear and protection and relay equipment. Seen against an assembly of 400 kV circuit-breakers on the company's testing pad are (left to right): Mr. G. K. Simpson, engineer-in-charge EHV, Reyrolle; Mr. A. W. Howard, president, Calgary Power, vice-president, Montreal Engineering Ltd. (Consultants) and leader of the group; Mr. K. Provost, engineer, Canadian Utilities; Mr. E. B. Campbell, chief engineer, Electrical Supply System, Saskatchewan Power Corporation; Mr. D. J. Furlong, general manager, Saskatchewan Power Corporation; Mr. H. J. Harding, station design engineer, Manitoba Hydro; Mr. P. Siddall, Overseas Contracts Department, Reyrolle; Mr. R. Rutherford, Metalclad Switchgear Section, Reyrolle. The Mission was arranged by the British Electrical and Allied Manufacturers' Association in co-operation with the British National Export Council.

Singapore and Rumania

A TRADE AGREEMENT between Singapore and Rumania was signed in Singapore on January 31, 1967. It remains in force for one year but is deemed to be automatically renewed unless, and until, either contracting party gives three months' notice of its intention to terminate.

Provision is made for m.f.n. treatment in all matters relating to trade between both countries and, specifically in the granting of licences, for the import and export of goods listed in the schedule to the Agreement; encouragement and assistance in trade fair and exhibition participation; co-operation in the fields of industry and technical know-how and the establishment of trade representation in each country.

Any inquiries about this Agreement should be made to Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143).



This Priestman 'LT.67' truck-mounted precision crane, sold to the Italian Thai Development Corporation of Bangkok, aroused much interest on its arrival and unloading from the ss 'Benledi' at Bangkok, Thailand, recently. The 'LT.67', mounted on a Foden 8 by 4 low-line chassis, is equipped with a 75 ft. boom and 50 cu. ft. Priestman 'Falcon' double rope grab. The order was won against strong competition largely due to the efforts and negotiations of Priestman's distributors in Thailand, Messrs. Diethelm & Co. Ltd., of Bangkok. Behind the 'LT.67' is a Priestman 'Cub' V1B dragline excavator. included in the same shipment, for Diethelm & Co. Ltd., of Bangkok.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

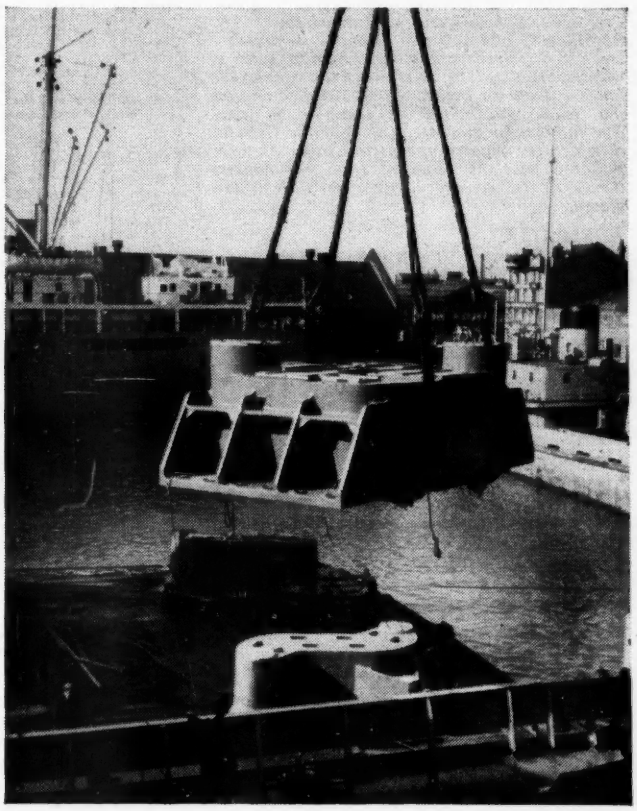
These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757).

Poland: Poznan Fair

THE COMMERCIAL DEPARTMENT of the British Embassy in Warsaw will be operating from the Board of Trade stand at the Poznan Fair from June 10-25. During this period only very limited commercial assistance will be possible for visitors to Warsaw. The majority of Polish businessmen and industrialists will, in any case, be away from their offices and in attendance at the Fair.



Davy and United Engineering Company Limited, Sheffield (Davy-Ashmore Group), are currently supplying a 2,000/3,000-ton hydraulic forging press for MKEK of Turkey. This photograph shows the 96-ton fixed crosshead for the press being loaded for shipment on board the m.v. 'Mithat Pasa' at Birkenhead.

UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. *each. Remittance with order, please.*

AUSTRALIA

(90/67) **Tropospheric Scatter Radio Link** for Department of Civil Aviation. July 18. E.S.B. 19713/67.
(91/67) **Circuit Breakers; Current Transformers** for Electricity Commission of New South Wales. June 13. E.S.B. 19710/67.*
(88/67) **Resistance Wire** for Postmaster-General's Department. June 8. E.S.B. 19314/67.*
(94/67) **Diesel Locomotive Equipment** for Secretary for Railways. June 16. E.S.B. 20234/67.*
Victorian Railways:
(90/67) **Ballast Regulators.** May 31. E.S.B. 19082/67.*
(93/67) **Sleeper Renewing Machines.** May 31. E.S.B. 20193/67.*
(93/67) **Track Lining Machines.** May 31. E.S.B. 20224/67.*
(93/67) **Weighbridge.** August 16. E.S.B. 20235/67.*
(93/67) **Ballast Spot Tamping Machines.** May 31. E.S.B. 20194/67.*
(94/67) **Railway Equipment.** August 16. E.S.B. 20233/67.*

BURMA

Ministry of Defence:
(90/67) **Pumps.** June 1. E.S.B. 19395/67.*
(90/67) **Pumps.** June 1. E.S.B. 19396/67.*
(90/67) **Pumps.** June 1. E.S.B. 19397/67.*
(90/67) **Pumps.** June 1. E.S.B.19398/67.*
(92/67) **Pumps.** June 6. E.S.B. 20156/67.
(92/67) **Air Compressor and Accessories.** June 2. E.S.B. 19708/67.*
(92/67) **Air Compressors.** May 31. E.S.B. 19707/67.*
(92/67) **Pumps.** May 31. E.S.B. 19709/67.*
(90/67) **Galvanized Iron Wire** for Myanma Export Import Corporation. June 5. E.S.B. 19380/67.*
People's Oil Industry:
(90/67) **Crane.** June 30. E.S.B. 19381/67.*
(91/67) **Springs.** June 17. E.S.B. 19399/67.*
(90/67) **Hand Tools** for Union of Burma Railway Board. June 5. E.S.B. 19703/67.*

CANADA

(91/67) **Generators and Exciters** for British Columbia Hydro and Power Authority. August 15. E.S.B. 19716/67.
Manitoba Hydro:
(92/67) **Switchgear.** June 8. E.S.B. 19731/67.*
(92/67) **Bulkhead Gates.** June 6. E.S.B. 18237/67.*
(92/67) **Boiler Feed Pumps.** (Further Information.) June 6. E.S.B. 17080/67.*

CEYLON

(88/67) **Sulphuric Acid** for Ceylon Transport Board. June 20. E.S.B. 19077/67.*
Department of Government Electrical Undertakings:
(88/67) **Mortuary Coolers.** June 16. E.S.B. 19073/67.*
(88/67) **Air Conditioning Plants.** June 16. E.S.B. 19075/67.
(88/67) **Air Conditioning Plant.** June 16. E.S.B. 19074/67.
(92/67) **Nuts and Bolts.** June 30. E.S.B. 20150/67.
(93/67) **Cut-out and Fuses.** June 30. E.S.B. 20155/67.*
Department of Government Stores:
(92/67) **Flashlights and Bulbs.** June 13. E.S.B. 20149/67.
(93/67) **Rain Caps.** (Further Information.) Closing date postponed to June 13. E.S.B. 18272/67.*
(92/67) **Textile Accessories** for Department of Rural Development and Small Industries. August 18. E.S.B. 20152/67.
(90/67) **Newsprint** for Eastern Paper Mills Corporation. June 9. E.S.B. 19372/67.
(88/67) **Air Conditioning Equipment** for Ministry of Public Works. July 26. E.S.B. 19080/67.*
(93/67) **Casement Fasteners; Screws** for State Engineering Corporation. June 4. E.S.B. 20151/67.
(90/67) **Dyestuffs for Textiles** for Tender Board, Rural Development and Small Industries. July 23. E.S.B. 19078/67.*

COLOMBIA

(90/67) **Substation Equipment** for Central Hydroelectrica de Caldas. (Further Information.) Closing date postponed to June 23. E.S.B. 12048/67.*
(93/67) **Construction of Transmission Line** for Empresas Publicas de Medellin. August 1. E.S.B. 20222/67.
(92/67) **Rolling Stock** for Ferrocarriles Nacionales de Colombia. (Further Information.) July 3. E.S.B. 47990/66.*

COSTA RICA

Municipality of San Jose:
(90/67) **Road Leveller.** June 2. E.S.B. 19004/67.*
(90/67) **Refuse Collectors.** June 2. E.S.B. 19005/67.

CYPRUS

(91/67) **Automatic Message Switching System** for Cyprus Telecommunications Authority. May 31. E.S.B. 19348/67.*
Electricity Authority:
(90/67) **Power Station Equipment.** (Further Information.) Tender documents now available. E.S.B. 17876/67.*
(90/67) **Substation Equipment.** (Further Information.) Tender documents now available. E.S.B. 17877/67.*
(90/67) **Temperature Control Equipment** for Treasury. June 3. E.S.B. 19701/67.*

FORMOSA

Central Trust of China:
(90/67) **Monoethanolamine.** June 1. E.S.B. 19065/67.*
(90/67) **Paint and Varnish Materials.** June 5. E.S.B. 19067/67.*
(90/67) **Welding Rods.** June 3. E.S.B. 19307/67.*
(90/67) **Tipping Paper.** June 1. E.S.B. 19309/67.*
(90/67) **Magnesium Ingot.** June 7. E.S.B. 19069/67.*
(90/67) **Babbit Metal.** June 3. E.S.B. 19063/67.*
(90/67) **Oscillograph.** June 3. E.S.B. 19068/67.*
(91/67) **Stainless Steel Bars.** May 31. E.S.B. 19304/67.*
(91/67) **Tubing and Fittings.** June 5. E.S.B. 19303/67.*
(93/67) **Radio Telephone Terminals.** May 31. E.S.B. 20247/67.*
(94/67) **Tank Cars.** June 13. E.S.B. 20214/67.*

GREECE

Institute of Social Insurance:
(92/67) **Microbiologicals and Chemicals.** June 2. E.S.B. 20162/67.*
(92/67) **Dental Units.** June 6. E.S.B. 20163/67.*
(93/67) **Photographic Paper.** June 2. E.S.B. 20161/67.*
Public Power Corporation:
(92/67) **Cables.** June 22. E.S.B. 20164/67.
(92/67) **Electric Measuring Instruments.** June 6. E.S.B. 20165/67.
(92/67) **Telephone Equipment.** June 5. E.S.B. 20166/67.
(93/67) **Automatic Telephone Exchange.** (Further Information.) Closing date postponed to June 2. E.S.B. 8564/67.
(93/67) **Telephone Equipment.** (Further Information.) Closing date postponed to June 2. E.S.B. 8596/67.
(93/67) **Switchboards.** July 4. E.S.B. 20167/67.

INDIA

(92/67) **Booster Regulators** for Andhra Pradesh State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 18705/67.*
(92/67) **Connectors and Plugs** for Beas Purchase Organization. (Further Information.) E.S.B. 19082/67.*
(90/67) **Machine Tools** for Bharat Heavy Electricals Ltd. May 31. E.S.B. 19355/67.*
Bombay Port Trust:
(91/67) **X-Ray Equipment.** June 13. E.S.B. 19780/67.
(91/67) **Cranes.** August 23. E.S.B. 19781/67.
Director General of Supplies and Disposals:
(90/67) **Gear Hobbing Machine.** June 13. E.S.B. 19323/67.*
(91/67) **Grinding Machine.** June 2. E.S.B. 19324/67.*
(94/67) **Vibrosinkers** for Farakka Barrage Project Stores Organization. June 8. E.S.B. 20510/67.
(90/67) **Anhydrous Ammonia Cylinders** for Fertilizer Corporation of India Ltd. June 7. E.S.B. 19322/67.
(93/67) **Steel** for Heavy Electricals (I) Ltd. June 9. E.S.B. 20197/67.
(90/67) **Resonance Screening Machine** for Hindustan Steel Ltd. June 15. E.S.B. 19319/67.
(93/67) **Steel Linings** for Koyna Hydro-Electric Project. (Further Information.) Closing date postponed to June 23. E.S.B. 13075/67.
(93/67) **Lightning Arresters** for Madhya Pradesh Electricity Board. May 31. E.S.B. 19782/67.
(88/67) **Railway Signalling Equipment** for Ministry of Railways. June 8. E.S.B. 19035/67.
National Mineral Development Corporation Ltd.:
(90/67) **Ore Handling Plant.** August 2. E.S.B. 19320/67.
(93/67) **Drum Air Hoists.** June 23. E.S.B. 20129/67.
(93/67) **Auxiliary Fans and Spares.** June 13. E.S.B. 20126/67.
(93/67) **Rock Drills.** June 16. E.S.B. 20127/67.
(94/67) **Drifters and Spares.** July 5. E.S.B. 20131/67.
(94/67) **Drum Hoists.** July 21. E.S.B. 20136/67.
Ordnance Factory, Dehra Dun:
(90/67) **Die Castings.** June 2. E.S.B. 19034/67.
(90/67) **Frame and Motor Assemblies.** June 20. E.S.B. 19035/67.
(91/67) **Cables** for Tata Electric Companies. (Further Information.) Closing date postponed to June 15. E.S.B. 12936/67.*
(90/67) **Bucket Wheel Reclaimer** for Visakhapatnam Port Trust. (Further Information.) Closing date postponed to June 14. E.S.B. 14661/67.*

IRAQ

Central Foreign Purchasing Board:
(90/67) **Duplicating Machines.** June 25. E.S.B. 19325/67.*
(90/67) **X-Ray Units.** July 23. E.S.B. 19327/67.*
(93/67) **Chemicals and Materials.** (Further Information.) Tender documents now available. E.S.B. 19326/67.*
(90/67) **Contractors' Plant** for Ministry of Agriculture. June 1. E.S.B. 19328/67.
Ministry of Defence:
(93/67) **Typewriters.** July 25. E.S.B. 19793/67.
(93/67) **Boot Production Materials.** July 29. E.S.B. 19796/67.
(93/67) **Footwear Production Materials.** July 27. E.S.B. 19797/67.
(93/67) **Footwear Production Materials.** August 1. E.S.B. 19798/67.
(93/67) **Boot Production Materials.** August 1. E.S.B. 19799/67.

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as* 500 *calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10*s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 *Old Bailey, London, E.C.4 (Tel. City* 5757, *Ext.* 7058, *Telex* 25977, *AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.*

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(93/67) Leather Board Plant. August 1. E.S.B. 20124/67.
(93/67) Footwear Production Materials. July 29. E.S.B. 19794/67.
(93/67) Boot Production Materials. July 29. E.S.B. 19795/67.
(93/67) Boot Production Materials. August 1. E.S.B. 19800/67.
(93/67) Shoe Factory Machinery. August 1. E.S.B. 20123/67.
(93/67) Elevator for Ministry of Municipalities and Works. July 1. E.S.B. 19349/67.

IRISH REPUBLIC

(92/67) Drainage Works for Office of Public Works. June 13. E.S.B. 19728/67.

KUWAIT

(94/67) Trailers and Tractors for Central Tenders Committee. June 13. E.S.B. 20208/67.*
(93/67) Chemicals for Ministry of Electricity and Water. June 11. E.S.B. 20207/67.*

LEBANON

(93/67) Wind Tee for Directorate of Civil Aviation. June 13. E.S.B. 19784/67.

LIBYA

National Social Insurance Institution:
(92/67) Hospital Equipment. June 26. E.S.B. 19744/67.
(92/67) Construction of Apartment Building for National Social Insurance Institution. June 10. E.S.B. 19742/67.

MALAYSIA

(91/67) Power Station Superstructure Works for National Electricity Board. June 10. E.S.B. 19779/67.
Sabah Electricity Board:
(91/67) Generating Set. July 1. E.S.B. 19776/67.*
(92/67) Electrical Equipment. July 1. E.S.B. 19777/67.*
(88/67) Microwave Equipment for Telecommunications Department. June 27. E.S.B. 19099/67.*

MALTA

Director of Contracts:
(93/67) Surgical Dressings. May 31. E.S.B. 20204/67.*
(93/67) Boilers. June 7. E.S.B. 20205/67.*
(94/67) Battery Testing Laboratory Equipment. June 7. E.S.B. 20206/67.*

MOZAMBIQUE

(91/67) Vehicle Spare Parts for Lourenco Marques Municipality. June 2. E.S.B. 19352/67.

NEW ZEALAND

General Post Office:
(92/67) Electronic Components. June 12. E.S.B. 20157/67.*
(92/67) Palladium Contacts. June 9. E.S.B. 20158/67.*
(92/67) Capacitors and Clips. June 9. E.S.B. 20159/67.*
(92/67) Rectifier Assembly. June 7. E.S.B. 19718/67.*
(92/67) Locks. June 7. E.S.B. 19717/67.*
(94/67) Cylinder Rim Nightlatches. June 14. E.S.B. 20221/67.*

PAKISTAN

(90/67) Insulators for East Pakistan WAPDA. (Further Information.) Tender documents now available. E.S.B. 18533/67.*
Karachi Shipyard and Engineering Works Ltd.:
(90/67) Winches. June 19. E.S.B. 19714/67.
(90/67) Air Conditioning and Ventilation Plant. June 20. E.S.B. 19732/67.
(92/67) Windlass, Capstan and Accessories. June 21. E.S.B. 19739/67.
Pakistan Western Railway:
(93/67) Tube and Patching Plates. June 5. E.S.B. 19762/67.
(92/67) Tube Patching: Back Plates. June 6. E.S.B. 19767/67.
(93/67) Vacuum Ejectors. June 7. E.S.B. 19768/67.

PERU

(92/67) Construction of Dam for Ministry of Development and Public Works. July 3. E.S.B. 20137/67.

SAUDI ARABIA

(88/67) Cable Laying and Pole Erection for Director of Posts, Telephones and Telegraphs. June 1. E.S.B. 19043/67.

SOUTH AFRICA

Cape Provincial Tender Board:
(92/67) Electric Cookers. June 2. E.S.B. 20101/67.*

BTR Industries Limited, one of Europe's largest manufacturers of long-length industrial hose, have won a contract from Finland for three-quarters of a million feet of long-length, small-bore, moulded rubber industrial hose. The hose is being made for the cable and rubber manufacturers Soumen Kumitehdas of Noikia, near Helsinki, in lengths of up to 750 ft. with a bore size ranging from three-sixteenths of an inch to 1¼ inches. It is for water, air and oxy-acetylene use. The picture shows a micrometer check being taken, before curing, of the outside diameter of this first consignment of the order.

(92/67) Aluminium Alloy. June 2. E.S.B. 20103/67.*
(92/67) Generator Regulators for South African Railways. June 9. E.S.B. 19766/67.
(92/67) Site Development for South West Africa Administration Tender Board. June 13. E.S.B. 19746/67.
State Tender Board:
(92/67) Cellulose Acetate Sheets. June 1. E.S.B. 20110/67.*
(92/67) Power Plants. June 7. E.S.B. 20108/67.*
(92/67) Gas Chromatograph. June 5. E.S.B. 20121/67.*
(92/67) Electric Cable. June 7. E.S.B. 20107/67.*
(93/67) Laboratory Equipment. June 7. E.S.B. 20143/67.*
(92/67) Aerials and Bases. June 2. E.S.B. 20104/67.*
(92/67) Fuse Links. June 2. E.S.B. 20106/67.*
(92/67) Laboratory Equipment. June 5. E.S.B. 20122/67.*
(93/67) Scientific Equipment; Chemicals. June 5. E.S.B. 20140/67.*
(93/67) Miscellaneous Equipment. June 6 E.S.B. 20142/67.*
(93/67) Hospital Equipment. June 7. E.S.B. 20144/67.*
(93/67) Laboratory Equipment. June 6. E.S.B. 20141/67.*
(93/67) Water Bath. June 7. E.S.B. 20172/67.*

SPAIN

(92/67) Coal Loaders for Ministerio de Obras Publicas. July 2. E.S.B. 19759/67.

SUDAN

Central Electricity and Water Corporation:
(88/67) Transmission Line Materials. July 4. E.S.B. 19051/67.*
(93/67) Construction of Overhead Transmission System. Closing date not known at the moment. Documents will be issued in June 1967. E.S.B. 20282/67.
(92/67) Veterinary Mobile Units for Ministry of Animal Resources. (Further Information.) Closing date postponed to June 6. E.S.B. 15110/67.*

THAILAND

(91/67) Plastic Bags for Department of Technical and Economic Co-operation. June 8. E.S.B. 19383/67.
(92/67) Transformers for Metropolitan Electricity Authority. June 27. E.S.B. 20113/67.*
Provincial Electricity Authority:
(90/67) Fuse Cut Outs and Links. May 31. E.S.B. 19389/67.
(92/67) Transformers. June 1. E.S.B. 20116/67.
State Railway of Thailand:
(90/67) Paper. June 13. E.S.B. 19394/67.
(90/67) Taps and Dies. June 12. E.S.B. 19386/67.
(90/67) Copper Bars. June 1. E.S.B. 19393/67.
(90/67) Cotter Pins. June 5. E.S.B. 19384/67.
(90/67) Rail Jacks. June 13. E.S.B. 19385/67.
(92/67) Steel. June 7. E.S.B. 20119/67.
(92/67) Bolts, Nuts and Washers. June 14. E.S.B. 20114/67.*
(92/67) Brass. June 12. E.S.B. 20120/67.

TURKEY

(92/67) Rock Drills for Karayollari Genel Mudurlugu. May 31. E.S.B. 19787/67.*
Ministry of Defence:
(91/67) Coil Winding Machine. June 6. E.S.B. 19360/67.*
(92/67) Lathe and Accessories. June 7. E.S.B. 19366/67.*
(91/67) Pre-Heaters for PTT Genel Mudurlugu. June 6. E.S.B. 19377/67.*
(92/67) Workshop Machinery and Equipment for State Railways. June 12. E.S.B. 17804/67.*
Tekel Genel Mudurlugu:
(90/67) Cellulose Film. June 12. Tender documents (in Turkish) available. E.S.B. 19084/67.*
(90/67) Cellulose Film. June 12. E.S.B. 19086/67.*
(91/67) Cellulose Film Strip. June 5. E.S.B. 19083/67.*

UNITED ARAB REPUBLIC (EGYPT)

(91/67) Radio Equipment for Telecommunications Organization. July 17. E.S.B. 19368/67.*

UNITED STATES OF AMERICA

(90/67) Hydraulic Turbines for Corps of Engineers, Portland. (Further Information.) Closing date postponed to June 29. E.S.B. 18777/67.*

URUGUAY

(90/67) Cork Linoleum for APE State Railways. June 21 and 27. E.S.B. 19092/67.
(90/67) Cheese Manufacturing Plants for National Dairy Co-operative. June 26. E.S.B. 19093/67.
State Oil and Alcohol Monopoly:
(90/67) Ethyl Alcohol. June 6. E.S.B. 19088/67.
(90/67) Motor Tester. June 8. E.S.B. 19090/67.
(90/67) Petrol Pumps. June 13. E.S.B. 19091/67.
(90/67) Steel Tubes. June 7. E.S.B. 19089/67.

ZAMBIA

Central Supply and Tender Board:
(88/67) Front End Loaders. June 16. E.S.B. 19019/67.*
(88/67) Air Compressors. June 16. E.S.B. 19022/67.*
(88/67) Pipes, Fittings and Accessories. June 2. E.S.B. 19026/67.*
(93/67) Dog Licence Badges. June 9. E.S.B. 20190/67.*
(93/67) Cotton Wool. June 9. E.S.B. 20189/67.*
(93/67) Medical Preparations. June 9. E.S.B. 20184/67.*
(93/67) Biscuits. June 9. E.S.B. 20185/67.*
(93/67) Blankets. June 9. E.S.B. 20186/67.*
(93/67) Jerrycans. June 9. E.S.B. 20187/67.*
(93/67) Socks. June 9. E.S.B. 20188/67.*
(93/67) Surgical Dressings. June 9. E.S.B. 20191/67.*

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page 1047 of April 28 issue.

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Aden
(91/67) Inquiry for knitwear; skirts; underwear. E.S.B. 19285/67.

Algeria
(91/67) Inquiry for automation and control equipment. E.S.B. 18399/67.

Australia
(91/67) Agency inquiry for car cleaning equipment. E.S.B. 19145/67.
(88/67) Inquiry for engraving machine. E.S.B. 18848/67.
(88/67) Inquiry for mosquito netting. E.S.B. 19143/67.

Austria
(90/67) Agency inquiry for chinaware; domestic appliances; glassware. E.S.B. 18697/67.
(91/67) Agency inquiry for accumulators; batteries; cleaning apparatus; electrical overhead line equipment; protective clothing; road construction equipment. E.S.B. 17938/67.
(92/67) Agency inquiry for car de-misting and anti-misting devices; fog lamps; motor car accessories. E.S.B. 17507/67.
(92/67) Agency inquiry for wallpaper. E.S.B. 17633/67.
(93/67) Agency inquiry for womens' clothing. E.S.B. 19227/67.
(90/67) Inquiry for bicycles; hand power tools; household and kitchen equipment; radios; sports articles; toys; typewriters. E.S.B. 19114/67.
(90/67) Inquiry for electrical equipment and supplies; lighting equipment. E.S.B. 19113/67.
(92/67) Inquiry for bathing caps; perfume sprays; powder boxes and puffs. E.S.B. 19275/67.

Bahamas
(92/67) Inquiry for sports equipment. E.S.B. 19299/67.

Canada
(92/67) Agency inquiry for machine tools. E.S.B. 19418/67.
(93/67) Agency inquiry for folding doors and room dividers. E.S.B. 18124/67.
(88/67) Inquiry for lenses. E.S.B. 18976/67.
(88/67) Inquiry for printing press blankets. E.S.B. 18951/67.

†For further details on the 'Export Service Bulletin' see page 1318.

(88/67) Inquiry for tyre repair needles. E.S.B. 18977/67.
(92/67) Inquiry for costume jewellery. E.S.B. 19816/67.
(92/67) Inquiry for men's furnishings; shirts; socks; ties. E.S.B. 16102/67.
(93/67) Inquiry for horizontal metal boring machine. E.S.B. 18635/67.
(93/67) Inquiry for liquid coating. E.S.B. 19971/67.
(93/67) Inquiry for steel bellows; steel tubing. E.S.B. 17960/67.
(94/67) Inquiry for air pollution measuring equipment; gas appliances; gas handling instruments. E.S.B. 14216/67.

Chile
(94/67) Inquiry for security vehicles. E.S.B. 19837/67.

Curacao
(92/67) Inquiry for underwater television equipment. E.S.B. 19203/67.

Czechoslovakia
(93/67) Foreign Trade Organizations. C.R.E. 13580/G.

Faroe Islands
(92/67) Agency inquiry for handkerchiefs; men's hosiery; ties. E.S.B. 14516/67.

Finland
(91/67) Agency inquiry for tent fabrics. E.S.B. 19421/67.
(92/67) Agency inquiry for radio systems; television systems. E.S.B. 19422/67.
(93/67) Agency inquiry for plastic boat materials. E.S.B. 12486/67.
(91/67) Inquiry for equestrian requisites. E.S.B. 8880/67.

Formosa
(93/67) Tenders – successful bidders. E.S.B. 19699/67.

France
(91/67) Agency inquiry for electrical domestic hardware. E.S.B. 16971/67.
(91/67) Agency inquiry for giftware; toys. E.S.B. 19193/67.
(90/67) Inquiry for builders' hardware; furniture hardware. E.S.B. 18847/67.
(91/67) Inquiry for cement plant and machinery. E.S.B. 17934/67.
(91/67) Inquiry for cigarettes; fancy goods; gadgets; textile fabrics. E.S.B. 19200/67.
(91/67) Inquiry for mobile offices; compaction rollers. E.S.B. 19547/67.
(92/67) Inquiry for folder mechanisms. E.S.B. 19661/67.

Germany, Federal Republic of
(91/67) Agency inquiry for pharmaceutical chemicals. E.S.B. 18155/67.
(93/67) Agency inquiry for agricultural and gardening machinery; construction machinery; pipe-threading equipment. E.S.B. 4923/67.
(88/67) Inquiry for pipes; roofing sheets; tiles; wire and wire mats. E.S.B. 19157/67.
(88/67) Import opportunity – foodstuffs, miscellaneous food and agricultural products. C.R.E. 27/67.

Greece
(88/67) Inquiry for bakery and confectionery raw materials; food processing machinery; pharmaceutical and cosmetic raw materials; pharmaceutical manufacturing machinery. E.S.B. 14409/67.
(91/67) Inquiry in respect of plastic boats. E.S.B. 18667/67.

The textile engineers, Geoffrey E. Macpherson Ltd., of Nottingham, recently made their 100th cross-Channel crossing with Thoresen Car Ferries. Macpherson have been using Thoresen for the past two years, carrying man-made fibres, cellophane and textile machinery between Britain and Switzerland. The lorry pictured, a Bedford TK, has done 125,000 miles and had a new engine at 97,000 miles. Its driver, Mr. Arthur Gee, has made about half of the total crossings, and is seen setting off from the Southampton terminal.

Guyana
(93/67) Agency inquiry for stationers requisites. E.S.B. 17584/67.

Iran
(90/67) Agency inquiry for laundry and dry cleaning equipment; sewage disposal equipment. E.S.B. 17719/67.
(93/67) Agency inquiry for laboratory equipment; surgical and scientific instruments. E.S.B. 13251/67.
(94/67) Inquiry for crucibles. E.S.B. 11095/67.

Iraq
(92/67) Agency inquiry for sanitary ware. E.S.B. 18957/67.
(88/67) Inquiry for pens. E.S.B. 13790/67.
(92/67) Inquiry for sanitary ware. E.S.B. 19216/67.

Israel
(90/67) Inquiry for metal working machinery. E.S.B. 18881/67.
(91/67) Inquiry for valves; welding equipment. E.S.B. 6599/65.
(92/67) Inquiry for dichlorbenzoic acid. E.S.B. 19854/67.

Italy
(90/67) Agency inquiry for dentists requisites; pharmaceuticals; surgical equipment. E.S.B. 17274/67.

Robert Hough

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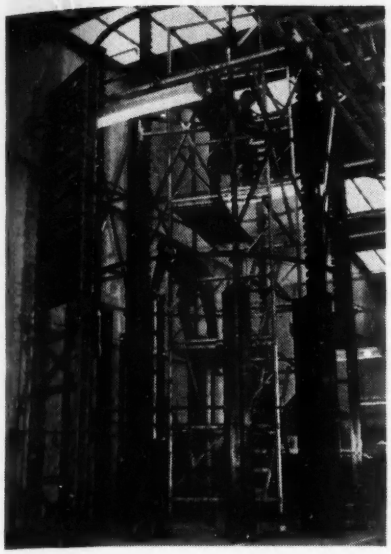


A £75,000 contract has just been completed by Permali Ltd., Gloucester, for a number of very large insulating structures made in reinforced plastics. These will be used in a new VLF (very low frequency) radio transmitting station, being built in Norway for NATO. The picture shows one of the 2-ton helix coil structures under trial assembly at the Permali works. It is made entirely of reinforced plastics, including the nuts and bolts. Its height of over 21 feet nearly reaches the roof of the Permali assembly bay.

(90/67) Agency inquiry for vehicle spare parts. E.S.B. 16110/67.
(93/67) Agency inquiry for concrete mixing equipment E.S.B. 19201/67.
(93/67) Agency inquiry for crushing plants; vibratory finishing machines. E.S.B. 19201/67.
(90/67) Inquiry for mushroom growers' equipment. E.S.B. 18670/67.
(90/67) Inquiry for toys. E.S.B. 4645/67.
(91/67) Inquiry for bar equipment; dispensers; shop fittings. E.S.B. 16262/67.
(93/67) Inquiry for galvanized wire. E.S.B. 18336/67.

Jamaica
(93/67) Agency inquiry for bathroom fixtures; builders' hardware. E.S.B. 19169/67.
(90/67) Inquiry for brush making supplies; cotton yarn. E.S.B. 19271/67.

Kuwait
(92/67) Agency inquiry for valves. E.S.B. 18159/67.
(92/67) Inquiry for fish processing machinery. E.S.B. 11617/67.

Liberia
(90/67) Inquiry for fish processing machinery. E.S.B. 16994/67.

Malaysia
(91/67) Agency inquiry for electric motors. E.S.B. 19204/67.
(92/67) Inquiry for carpentry and joinery equipment; electrical and mechanical teaching equipment; laboratory equipment; welding and electrical apparatus. E.S.B. 11306/67.
(93/67) Inquiry for valves. E.S.B. 18338/67.

Malta
(90/67) Agency inquiry for chocolates. E.S.B. 18978/67.
(92/67) Agency inquiry for hand tools. E.S.B. 17558/67.
(93/67) Agency inquiry for cables; meters; telephones. E.S.B. 19526/67.
(94/67) Agency inquiry for chemist's sundries; cosmetics; surgical rubber goods. E.S.B. 19119/67.
(94/67) Agency inquiry for fents; haberdashery; lace; lingerie fabrics. E.S.B. 19480/67.

Nicaragua
(92/67) Inquiry for electrical fittings; woodworking machinery. E.S.B. 19851/67.

Nigeria
(93/67) Inquiry for aluminium chassis and cases. E.S.B. 18027/67.

Norway
(88/67) Inquiry for piece-goods. E.S.B. 19183/67.
(88/67) Inquiry for ventilation systems. E.S.B. 10191/67.

Pakistan
(93/67) Agency inquiry for silk mill spare parts and accessories; yarns. E.S.B. 11432/67.

Philippines, Republic of the
(90/67) Agency inquiry for diesel generating sets; trawling equipment. E.S.B. 12474/67.

South Africa
(90/67) Agency inquiry for ammeters; domestic electrical goods; voltmeters. E.S.B. 14432/67.
(93/67) Inquiry in respect of agricultural electrical machinery. E.S.B. 17637/67.

Spain/Italy
(93/67) Trade Agreement. C.R.E. 2800/G.

Sweden
(88/67) Agency inquiry for tractors. E.S.B. 14262/67.
(94/67) Agency inquiry for alarm equipment. E.S.B. 18613/67.

Switzerland
(90/67) Agency inquiry for car accessories. E.S.B. 16487/67.
(91/67) Agency inquiry for iron and steel semis. E.S.B. 18949/67.
(93/67) Agency inquiry for insulation compounds and products. E.S.B. 18048/67.
(93/67) Agency inquiry for jersey knitwear. E.S.B. 40851/67.
(88/67) Manufacture under licence – conveying installations; dryers; mixers; stacking and transportation equipment; steel frames; vending machines. E.S.B. 18033/67.
(90/67) Inquiry for laboratory equipment; medical and physiotherapy products. E.S.B. 2395/67.
(91/67) Inquiry for whisky. E.S.B. 19541/67.

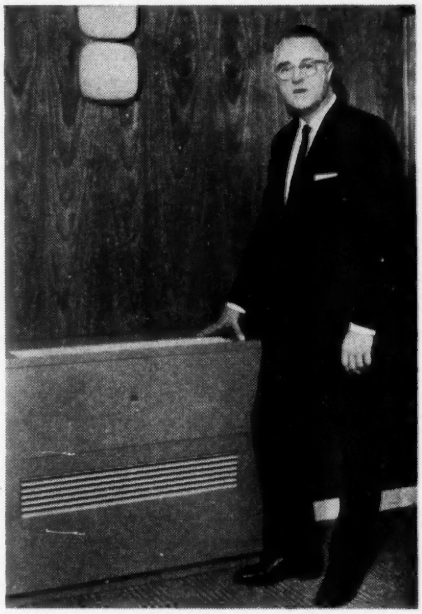
Switzerland/Denmark
(91/67) Trade Agreement. C.R.E. 6927/G.

Syrian Arab Republic
(94/67) Inquiry for hosiery knitting machines. E.S.B. 20030/67.

Trinidad & Tobago
(90/67) Inquiry for steel wire. E.S.B. 18618/67.

Turkey
(91/67) Agency inquiry for workshop machinery. E.S.B. 15795/67.
(92/67) Inquiry for drilling machinery; laboratory equipment; measuring instruments; medical apparatus; road building machinery – further information. E.S.B. 13117/67.

The Russian Minister for the Chemical Industry, Mr. L. A. Kostandov (front left), the Deputy Minister Mr. V. E. Koval (back right) and a technical party looking at a model and some of the product of Fisons Fertilizers Limited new plant at Immingham on April 19. Later, the Minister and party toured the factory. The new plant incorporates a breakthrough in fertilizer technology, the 'melt process', for making highly concentrated fertilizers. Fisons, in collaboration with Constructors John Brown Limited, have previously sold 'know-how' and supervised the building of an industrial chemical plant and a herbicide plant in Russia.



Mr. F. L. Pettman, managing director of Temperature Ltd., a member of the Norcros Group, seen with one of the Versatemp multi-room air-conditioning units which has won major export orders for his company.

Uganda
(91/67) Inquiry for leatherette material; plastic sheets; textiles. E.S.B. 19170/67.

United States of America
(90/67) Agency inquiry for dress and coat fabrics; suitings. E.S.B. 8124/67.
(88/67) Inquiry for electric motors. E.S.B. 18892/67.
(88/67) Inquiry for giftware. E.S.B. 18991/67.
(88/67) Inquiry for souvenir pottery. E.S.B. 18917/67.
(90/67) Inquiry for antiques; chandeliers; decorators' accessories; reproduction period furniture. E.S.B. 19178/67.
(90/67) Inquiry for ceramic tiles. E.S.B. 19147/67.
(90/67) Inquiry for dresses; knitted suits. E.S.B. 19186/67.
(90/67) Inquiry for fishing tackle. E.S.B. 19177/67.
(90/67) Inquiry for structural steel; wire products. E.S.B. 19168/67.
(91/67) Inquiry for compressors; pumps. E.S.B. 19656/67.
(91/67) Inquiry for steel. E.S.B. 19180/67 and E.S.B. 19199/67.
(92/67) Inquiry for chemicals; pesticides. E.S.B. 19682/67.
(92/67) Inquiry for fork lift trucks. E.S.B. 15339/67.
(92/67) Inquiry for vehicle accessories. E.S.B. 16164/67.
(92/67) Manufacture under licence in Britain – bakery machinery. E.S.B. 16248/67.

Various
(88/67) Visit by British overseas commercial representatives during June and July 1967. E.S.B. 6865/66.

Venezuela
(94/67) Agency inquiry for foam rubber. E.S.B. 18959/67.

Vietnam
(91/67) Regulations concerning the payment of Trade Commission. E.S.B. 788/G.

Yugoslavia
(93/67) Inquiry for airport communications equipment. E.S.B. 18471/67.

Zambia
(93/67) Agency inquiry for clothing. E.S.B. 19140/67.
(93/67) Agency inquiry for clothing; costume jewellery; handbags. E.S.B. 18928/67.
(93/67) Agency inquiry for men's clothing – further information. E.S.B. 18130/67.
(92/67) Inquiry for clothing E.S.B. 19139/67 and E.S.B. 19269/67.
(92/67) Inquiry for children's clothing. E.S.B. 19432/67.
(92/67) Inquiry for women's clothing. E.S.B. 19431/67.
(92/67) Inquiry for dresses. E.S.B. 19270/67.
(94/67) Inquiry for bedspreads; clothing. E.S.B. 19445/67.
(94/67) Inquiry for men's clothing. E.S.B. 18927/67.
(94/67) Inquiry for women's clothing. E.S.B. 19461/67.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published in this issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page viii of the supplement in this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757).*

To visit Africa

MR. F. G. BATES, Sewing Silks' marketing manager, has left for Africa. He will be visiting Perivale customers and agents in Kenya, Rhodesia and South Africa.

Mr. Bates will be discussing local needs and requirements and generally assessing marketing conditions. The visit will last between four to five weeks.

Sewing Silks' sales have expanded in Africa at a tremendous rate and Perivale have made considerable inroads into Europe and America despite high tariff barriers and competition and 50 per cent of Perivale thread is sold to overseas markets.

Canadian tour

MR. COLIN BAKER, chairman of George Angus & Co. Ltd., international manufacturers of fire fighting equipment, hose, belting and oil seals, left on May 14 on a fact-finding tour of Canada.

Angus, with group headquarters at Newcastle-upon-Tyne, are the world's largest manufacturers of fire hose. They have had a manufacturing plant at Toronto since 1951, and sales of fire fighting equipment and rubber hose and belting by their Canadian subsidiary, George Angus (Canada) Ltd., show marked and increasing success. Mr. Baker, who as chairman of the parent company, is concerned in decisions arising from the growing strength of the Canadian subsidiary and the expansion of its activities, will gain first-hand impressions of trade conditions and prospects during his tour. He will visit agents, important customers and a number of major industrial organizations, and will also spend some time at the headquarters and plant of George Angus (Canada) Ltd., at Curity Avenue, Toronto 16.

Two-month Middle Eastern tour

MR. PETER GRIFFIN, export manager for Mentmore Manufacturing Co. Ltd., makers of Platignum pens began a two-month tour of the Middle East on April 29. He is visiting Greece, Cyprus, Lebanon, Iraq, Iran, Thailand, Kuala Lumpur and Singapore, carrying many new lines suitable for the Middle East markets.

This is a follow up of last year's visit when Platignum was successful in introducing writing instruments in many new territories.

Dunlop footwear chief to visit Chile

MR. N. G. BASSETT SMITH, director and general manager of Dunlop Footwear Ltd., who is to visit Mexico later this month, will now also visit Chile en route for Mexico City.

An important technical aid agreement was recently signed between Dunlop Footwear and Manufacturas Chilenas de Caucho, S.A. under the terms of which Dunlop will help to restyle the Chilean company's range of canvas footwear and implement an ambitious mechanization programme. Details of all Dunlop Footwear's recent technical and product developments will be put at their disposal, and a Dunlop technician is already at the Santiago plant taking part in discussions on the present range of casuals and sports shoes.

Carpet executives visit overseas countries

MR. MICHAEL BRINTON, export sales manager of Brintons Limited, Kidderminster, has left for Finland and Norway only seven days after returning from a six week tour of the Middle East and East Africa, where he visited over 25 different markets and booked record business.

Julian Clist, director and marketing manager, who accompanied Mr. Brinton on the first stage of his Middle East tour, will be introducing Mr. Brinton to the Scandinavian distributors and agents.

Managing director visits Caribbean

MR. F. W. GRIFFIN, managing director of the BDH Group Ltd. has recently returned from an 11-day visit to the Caribbean. He visited Georgetown, Guyana, Trinidad and Jamaica.

His visit followed the recent establishment of a partnership in the Caribbean when BDH Group Ltd. acquired 50 per cent of the interests of Booker Bros., McConnell & Co. Ltd., in the three companies, previously known as Bookers Manufacturing Drug Co., in Guyana, Trinidad and Jamaica.

North American tour

MR. A. M. G. GALLIERS-PRATT, vice-chairman, and Mr. J. R. Tracy, export sales director, of Pratt Burnerd Limited, have visited New York, Chicago and Toronto. In Chicago they attended the ASTME Tool Show, and at Toronto the Production Show, at both of which the company's wide range of workholding equipment and lathe chucks were shown on the agent's stands.

Both Mr. Galliers-Pratt and Mr. Tracy attended the British Industrial Exhibition in Mexico, in October last year, after sales tours in North and South America. Their efforts are reflected in the company's sales record of 50 per cent exports to 62 countries last year.

Lancashire foundryman to visit Norway and Germany

MR. T. BLACKBURN, managing director of Longridge Foundry Ltd., Longridge, Lancs., has left for Oslo to investigate the Scandinavian market for malleable iron marine equipment and ship fittings.

While in Oslo he will discuss with import agents the possibility of exporting to Norway malleable iron anchors specially designed for the Scandinavian market. At the conclusion of his Norwegian tour, Mr. Blackburn flew to Germany and visited the Hanover Fair.

To visit Toronto's British Week

RECENTLY, Mr. C. P. Crossley, chairman of John Crossley & Sons Ltd., and Viscount Garnock, Joint Marketing Director, left by air for Canada in connection with the British Week in Toronto. They also attended the General Meeting of Crossley Karastan in Canada.

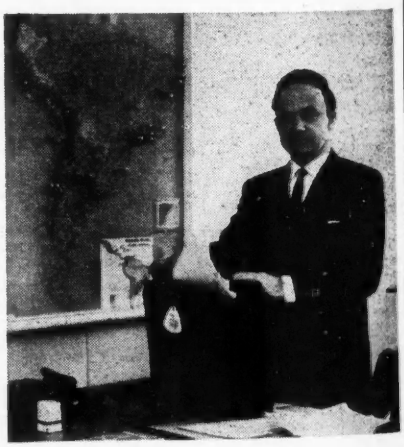
Greeted by a girl in a kimono Mr. Charles Robertson, chairman of James Robertson & Sons, looking at a display of his company's products in a department store in Tokyo. Mr. Robertson was in Tokyo last month during an export trip to the Far East, Canada and the United States taking a personal look at the export potential in Robertson's overseas markets.

Paper company's executive tour

MR. GORDON STUART, sales director of Vickerys Ltd. has left on an eight-week tour of South Africa, Japan, Australia, New Zealand and Mexico. His objectives are: to promote the sales of Vickerys' papermaking equipment in these areas, to visit present and potential customers so that current problems and future requirements can be defined and to bring Vickerys' agents up to date with marketing developments in the company.

During his tour, Mr. Stuart will be presenting papers on dust extractors and centrifugal cleaning to representatives of the paper industry in South Africa, Australia and New Zealand.

With more than 40 per cent of its products going into overseas mills, Vickerys Ltd. is well aware of the importance of regular personal contact between the company and its points of sale abroad.



Mr. Ralph Gibbs, regional marketing manager of BDH International's Laboratory Chemicals Division, Poole, left the United Kingdom on May 1 to start a 15,000-mile, five-week tour of five countries. He will meet distributors and customers in Buenos Aires, Santiago, Montevideo, Sao Paulo, Rio de Janeiro and the Canary Isles. Mr. Gibbs travels an average of 40,000 miles annually seeking to extend BDH's share of world fine chemicals markets.

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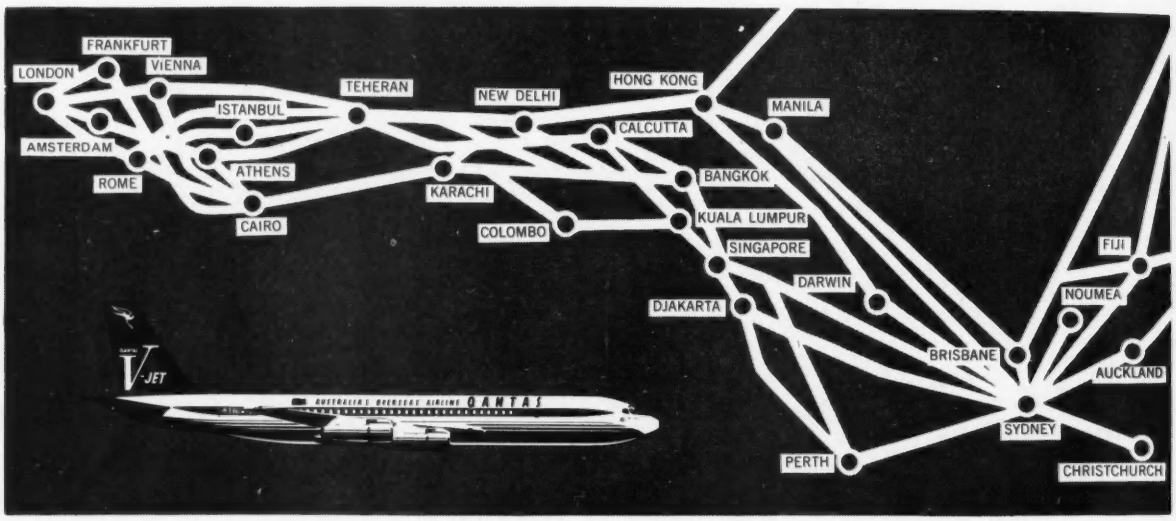

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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Record exports for farm machinery

Exports of British farm machinery reached an all-time high of £179 million in 1966, compared with £75 million 10 years ago.

Announcing the latest export figures for the industry the new president of the Agricultural Engineers Assn. Ltd., Mr. S. L. Potter, said at the Association's annual lunch in London that agricultural tractor exports from Britain were as great as those of their next five highest competitors put together. Tractors and machinery went to no less than 167 countries.

Said Mr. Potter: 'The fact that the industry exports two-thirds of its total production places it firmly among the leaders in the country's export stakes and also makes it less likely to be affected adversely by a domestic squeeze. No other industry has for so many years consistently exported such a large percentage of its production'.

He added that it was the volume of production coupled with the high quality of engineering and after-sales-service which largely made British tractors better value for money than those of competitors in the world market.

But in order to stay in front, said Mr. Potter, British manufacturers had to overcome 'huge problems'. The main one was to keep a common design in order to retain the benefits of mass production and at the same time meet requirements which were peculiar to each of a large number of countries.

He added that the industry's research engineers were constantly developing new machinery to speed up the farmer's work and help him solve the problems of feeding a world population which was largely undernourished now, and which would double in size in the next 30 years.

Machines for Swiss cheese packing

The Forgrove Division of Rose Forgrove Limited, Leeds, a Baker Perkins company, has installed 19 Forgrove 'Flowpak' 84JC machines in various Swiss cheese packaging centres.

Three of these machines are at the Migros Co-operative, Basel, where, using only two of the machines – the third is used for above normal production – Migros are wrapping four tons of cheese a day. The individual pieces vary from five to 14 ounces.

The entire labour force on the present Migros packaging line consists of six girls – three girls feed the Forgrove machines and the other three attend the Hobart-Dayton 2000 model weighing and labelling machines.

Russia's order for knitwear

Knitted suits and dresses and men's cardigans in pure wool are being ordered in this country by Russia in bigger quantities than ever before, according to the International Wool Secretariat.

A new order, worth £130,000 has been booked by N. Corah (St. Margaret) Ltd., the Leicester-based knitwear manufacturing company, bringing their total business negotiated through Raznoexport (the Russian state buying organization) this year to over £1 million worth.

Dunlop Aviation equipment record exports

'Dunlop Aviation expanded its sales during the year, as a result of the growing replacement demand for its specialized components following greater utilization of existing aircraft,' says Sir Edward Beharrell, Dunlop chairman, in his annual report to shareholders published today. He was reporting an increase in group turnover to £348 million and profit before tax of £17¼ million.

'Particularly notable was the success achieved both in sales of original equipment to overseas manufacturers and in sales of spares for British aircraft operated by foreign airlines,' adds Sir Edward. 'As a result, exports rose to a record level of nearly £3½ million – higher by 44 per cent than in 1965'.

The Division also won the contract to supply anti-skid equipment for the Phantom aircraft purchased from the United States and Dunlop equipment will be fitted to the Anglo-French 'Jaguar' strike aircraft. Accordingly, profits reflected the increase in turnover and were higher than in 1965.

BSP exports

The British Steel Piling Co. Ltd., London, S.W.1, report that in the first quarter of the year, ending March 31, export orders received for their Frodingham steel sheet piling was over 43 per cent of their total output. Largest importer was Malaysia, followed by the United States, New Zealand and Iceland. Other countries to whom they exported were: Bahamas, Canada, Hong Kong, Jamaica, Kuwait, Libya, Pakistan and South Africa.

During this period they also exported B.S.P. cased piles to Trinidad and Demerara, Frodingham octagonal box piles and 'H' Piles to Malaysia, and Helical Weld steel pipes to Guyana.

Pile driving and earth boring equipment orders were received from Australia, Belgium, France, Germany, Kuwait, Malaysia, Nassau, Pakistan, Peru, the Persian Gulf, Penang, Spain, Singapore, the Sudan, Switzerland, the United States, the United Arab Republic and Venezuela.

British Oxygen are supplying six million cubic feet of argon to be delivered to El Ferrol, near Corunna, in north-west Spain, where Chicago Bridge Ltd. are fabricating aluminium tanks in a new tanker being built to carry liquid gas. The argon is required for welding and will be delivered over the next 18 months. The first shipment is seen here leaving Southampton abroad Thoresen's Viking I.

Wool textiles give £226 million to balance of payments

The International Wool Secretariat estimate that, by exports and import saving, the wool textile industry contributed £226 million to Britain's balance of payments during 1966.

This estimate is based on direct exports amounting to £151 million and a saving on imports estimated at £182.9 million. From this calculation must be subtracted imports of raw material valued at £96.6 million and of manufactured items worth £11.5 million. The figures quoted do not include trade in carpets or hosiery items.

Direct exports of wool and wool textiles last year at £151 million were 3 per cent lower than in 1965. By volume, exports of tops (combed wool) and woollen and worsted yarns were 2 per cent lower than in the previous year while cloth exports were 7.5 per cent lower. Shipments of most items to the North American markets were generally lower than in 1965, the overall drop in tops, yarn and cloth aggregating 17 per cent. Trade with the Common Market and EFTA group was largely mainainted at 1965 levels, which represents a considerable achievement in view of the depressed trading conditions obtaining in most West European countries during 1966.

Harris Tweed exports rise

Production of orb-stamped Haris Tweed in 1966 reached a record total of 7,627,397 yards, an increase of 1,089,842 yards over 1965 production. More than 5,100,000 yards – 67 per cent of total production – was exported to 28 countries.

Reporting this, Colonel Neil MacArthur, chairman of the Harris Tweed Association, said that exports to the United States and to leading European countries were 'the highest yet achieved'.

Humphreys to build in Muscat

Humphreys Limited, the building and civil engineering company based at Wallington, has been awarded a contract for the construction of a new bank building in Muscat for the Eastern Bank.

This building, designed by the London firm of Tripe and Wakeham, is claimed to set a new level for future projects in the town of Muscat. The contract, which is valued in excess of £200,000 covers the construction of a banking hall and administrative offices on the ground floor and luxury staff flats on the floor above.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
130/66	On financing of the Common Agricultural Policy	10d. (1s. 1d.)
139/66	Adapting and fixing the sluice-gate prices applicable to pigs, pigmeat and products based on pigmeat in respect of imports made during the fourth quarter of 1966	5d. (8d.)
145/66	Amending certain Regulations of the Commission on calculating levies and refunds applicable to condensed milk	10d. (1s. 1d.)
149/66	Repealing Regulation No. 146/66 introducing countervailing duty on outdoor table grapes imported from Bulgaria and Hungary	8d. (11d.)
150/66	Laying down the rules to be followed for the preparation of the projected sampling plan by each Member State and transmitting it to the Commission	8d. (11d.)
151/66	Increasing the additional amounts of levy on slaughtered hens and chickens and on halves and quarters of hens and chickens	5d. (8d.)
152/66	Laying down the amount of the Intra-Community levies on poultry eggs for hatching	8d. (11d.)
154/66	Laying down the additional amount of the levy on poultry products imported from third countries and revoking Regulation No. 109	8d. (11d.)
162/66	On trade in fats between the Community and Greece	1s. (1s. 3d.)

Suspension of common customs tariff

THE *Journal Officiel des Communautés Européennes* No. 74 dated April 17, 1967 contains the text of Decision No. 67/250/CEE temporarily suspending the Common Customs Tariff for the following item:

Tariff heading	Description of goods	Common Customs Tariff
ex 03.02 A 1 (c) 2	Anchovies (Engraulis s.p.p.) salted or in brine, in barrels or other containers of a minimum unitary weight of 10 kg.	Totally suspended until December 31, 1967.

Imports from non-member countries to the EEC

THE *Board of Trade Journal* dated March 17, 1967, contained details of goods which, under the provisions of Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported from another member state, even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. 70 dated April 13, 1967 contains the text of Decision 67/223/CEE authorizing France to exclude from Community treatment imports of the following goods when they originate in a third country:

Common Tariff No.	Products	Period of exception
07.01 H III	Garlic	Entry into force of a Regulation or December 31, 1967, whichever is the earlier.

IRISH REPUBLIC

Suspension of duties on imitation parchment and greaseproof paper

THE REVENUE COMMISSIONERS of the Irish Republic have announced that the customs duties of 40 per cent (Full and Preferential rates), 26.7 per cent (Special Preferential rate), 24 per cent (United Kingdom rate) and 21.3 per cent (Northern Ireland rate) at Tariff Headings 48.03 (B) (1), 48.05 (B) (2) (a), 48.07 (H) (2) (a) and 48.15 (N) (imitations of parchment or greaseproof paper exceeding 11 lb. but not exceeding 90 lb. in weight per ream) have been suspended with effect from May 4, 1967. The additional duty at these headings of 4 per cent (Full, Preferential and Special Preferential rates), 3.6 per cent (United Kingdom rate) and 3.2 per cent (Northern Ireland rate) remains unchanged.

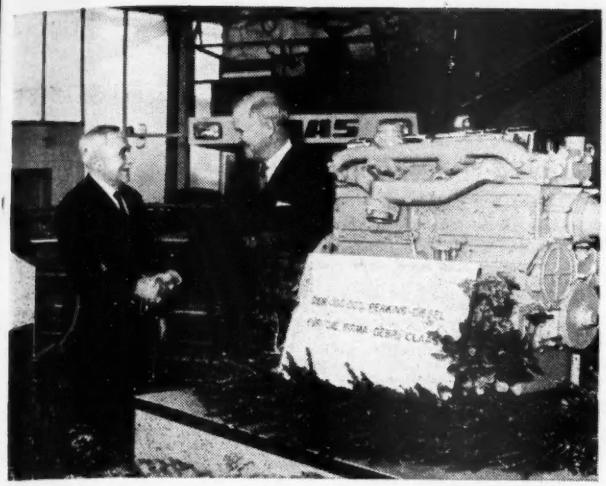
Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449/450).

FEDERAL REPUBLIC OF GERMANY

Imports of woollen knitted outerwear from Hong Kong

AN AGREEMENT between the Governments of the Federal Republic of Germany and of Hong Kong was signed on March 31, 1967 covering Hong Kong's trade in woollen outerwear with the Federal Republic in the three years ending December 31, 1969. It provides for Hong Kong to limit exports of the items affected (woollen jackets, jumpers, sweaters, cardigans and pullovers for men, women and children) to 825,000 dozen in 1967, 875,000 dozen in 1968 and 925,000 dozen in 1969. A carry over of up to 3 per cent will be permitted from one year to another.

Deliveries of goods covered by the agreement which take place via third countries must be accompanied by a declaration to the effect that they are being counted against the agreed quotas. Inquiries should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, E.C.4 (Tel. City 5757, Ext. 449).



The 100,000th Perkins diesel engine purchased by Maschinenfabrik Gebr. Claas, the famous West German combine harvester manufacturers, being handed over to the German company. The picture shows Dr. August Claas (left), head of the German company, receiving the six-cylinder unit from Mr. M. I. Prichard, chairman and managing director of the Perkins Engines Group, in a ceremony at the combine harvester firm's plant at Harsewinkel in Westphalia. Mr. Prichard referred to the excellent co-operation that had existed between the two companies since Claas purchased their first 200 Perkins' engines for export in 1953.

Revised regulations for labelling foodstuffs

REVISED REGULATIONS for the labelling of foodstuffs have been announced by the Federal German Government to take effect on January 1, 1968. An unofficial English translation of the Foodstuffs Marking Order (Lebensmittel-Kennzeichnungsverordnung) of May 8, 1935, incorporating the latest amendments, is available from Tariff Section, Export Services Branch, Room E11, Hillgate House, 35 Old Bailey, E.C.4 (Tel. City 5757, Ext. 449), to whom inquiries should be addressed.

SPAIN

Customs tariff

IN THE *State Gazette* of April 26, the Spanish authorities announced modifications to certain sub-headings of their customs tariff, and revised sub-headings and import duties are as follows:

Tariff heading	Description	Definitive Duty	Transitory Duty
51.01	Yarn of man-made fibres (continuous), not put up for retail sale:		
A	Of synthetic fibres (continuous):		
1	Polyamides '6' and '66':		
a	Single, not thrown or with a twist of less than 35 turns per metre	20%	16%
b	Other	20%	16%
2	Polyester:		
a	Single, not thrown or with a twist of less than 35 turns per metre	20%	16%
b	Other	20%	16%
3	Acrylic:		
a	Single, not thrown or with a twist of less than 35 turns per metre	20%	16%
b	Other	20%	16%
4	Other:		
a	Single, not thrown or with a twist of less than 35 turns per metre	20%	16%
b	Other	20%	16%
B	Of continuous artificial fibres:		
1	Of viscose rayon:		
a	Of high tenacity:		
1	Single, not thrown or with a twist of less than 250 turns per metre	20%	15·5%
2	Other	20%	15·5%
b	Other:		
1	Single, not thrown or with a twist of less than 250 turns per metre	20%	15·5%
2	Other	20%	15·5%
2	Cuprammonium rayon (cupra):		
a	Single, not thrown or with a twist of less than 250 turns per metre	20%	15·5%
b	Other	20%	15·5%
3	Of acetate rayon:		
a	Single not thrown or with a twist of less than 250 turns per metre	20%	16%
b	Other	20%	16%
4	Of triacetate and other continuous artificial fibres:		
a	Single, not thrown or with a twist of less than 250 turns per metre	20%	16%
b	Other	20%	16%
51.02	Monofil, strip (artificial straw and the like) and imitation catgut, of man-made fibre materials:		
A	Of synthetic fibres (continuous):		
1	Polyamides '6' and '66'	20%	17%
2	Polyester	20%	17%
3	Acrylic	20%	17%
4	Other	20%	17%
B	Of continuous artificial fibres:		
1	Of viscose rayon:		
a	Of high-tenacity	20%	16%
b	Other	20%	16%
2	Of cuprammonium rayon (cupra)	20%	16%
3	Of acetate rayon	20%	17%
4	Of triacetate and other continuous artificial fibres	20%	17%
56.01	Man-made fibres (discontinuous), not carded, combed or otherwise prepared for spinning:		
A	Discontinuous synthetic fibres:		
1	Polyamides '6' and '66'	25%	15%
2	Polyester	25%	15%
3	Acrylic	25%	15%
4	Other	25%	15%
B	Discontinuous artificial fibres:		
1	Of high modulous cellulose fibres:	25%	15%
2	Other:		
a	Staple viscose fibres:		
1	Undyed	25% (with a specified minimum of 9 ptas per kilo)	17%
2	Dyed	30% (with a specified minimum of 9 ptas per kilo)	22·5%
b	Cuprammonium (cupra) fibre	25%	17%
c	Acetate fibres	25%	15%
d	Triacetate and other continuous artificial fibres	25%	15%
56·02	Continuous filament tow for the manufacture of man-made fibres (discontinuous):		
A	Of synthetic fibres:		
1	Polyamides '6' and '66'	25%	14%
2	Polyester	25%	14%
3	Acrylic	25%	14%
4	Other	25%	14%
B	Of artificial fibres:		
1	Of viscose rayon:		
a	Of high-tenacity	25%	13%
b	Other	25%	13%
2	Of cuprammonium rayon (cupra)	25%	13%
3	Of acetate rayon	25%	14%
4	Of triacetate and of other continuous artificial fibres	25%	14%
56.04	Man-made fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning:		
A	Synthetic fibres (discontinuous or waste):		
1	Polyamides '6' and '66'	25%	14%
2	Polyester	25%	14%
3	Acrylic	25%	14%
4	Other	25%	14%
B	Artificial fibres (discontinuous or waste):		
1	High modulous cellulose fibres and waste thereof	25%	14%
2	Other:		
a	Staple viscose fibres, waste thereof and and waste of viscose rayon:		
1	Undyed	25%	13%
2	Dyed	30%	13%
b	Cuprammoniacal fibre and waste thereof (continuous or discontinuous)	25%	13%
c	Acetate fibre and waste thereof (continuous or discontinuous)	25%	14%
d	Triacetate fibres and other artificial discontinuous fibres, waste thereof, and waste of continuous fibres of subheading 51.04 B 4	25%	14%
56.05	Yarn of man-made fibres (discontinuous or waste), not put up for retail sale:		
A	Of synthetic fibres (discontinuous or waste):		
1	Polyamides '6' and '66'	25%	21%
2	Polyester	25%	21%
3	Acrylic	25%	21%
4	Other	25%	21%
B	Of artificial fibres (discontinuous or waste):		
1	Of high modulous cellulose fibres and waste thereof	25%	21%
2	Of other fibres and waste:		
a	Of staple viscose fibres and waste thereof, and waste of viscose rayon:		
1	Undyed	20%	15·5%
2	Dyed	25%	19·5%
b	Of cuprammoniacal fibre and waste thereof (continuous or discontinuous)	20%	15·5%
c	Of acetate fibres and waste thereof (continuous or discontinuous)	25%	21%
d	Of triacetate and other discontinuous artificial fibres and waste thereof (continuous and discontinuous)	25%	21%

NORWAY

List of goods for which import licences are required

A REVISED LIST of goods, which remain subject to licence when imported into Norway, is given below. The list supersedes that published in the *Board of Trade Journal* on January 17, 1964, and takes account of all liberalization measures to date. For goods marked* licences are not required when accompanied by the usual EFTA documentation.

Heading in the Customs Tariff	Item
Chapter 1	
	LIVE ANIMALS
ex 01.01	Live horses, asses, mules and hinnies:
101	Horses of six months and less
108	Others
01.02	Live animals of the bovine species
01.03	Live swine
01.04	Live sheep and goats
01.05	Live poultry, i.e. fowls, ducks, geese, turkeys and guinea fowls
01.06 101	Reindeer
Chapter 2	
	MEAT AND EDIBLE MEAT OFFALS
02.01	Meat and edible offals of the animals falling within headings 01.01 to 01.04, fresh, chilled or frozen
02.02	Dead poultry and edible offals (except liver) falling within heading 01.05, fresh, chilled or frozen
02.03	Poultry liver, fresh, chilled, frozen, salted or in brine
	Other meat and edible offals, fresh, chilled or frozen:
ex 02.04 100	Reindeer meat
ex 02.05	Unrendered pig fat, free of lean meat and unrendered poultry fat, fresh, chilled, frozen, salted, in brine, dried or smoked:
	Pig fat:
	Fresh, chilled or frozen:
101	Back fat
101	Other
	Salted in brine, dried or smoked:
102	Smoked
109	Other
02.06	Meat and edible meat offals (except poultry liver) salted, in brine, dried or smoked
Chapter 4	
	DAIRY PRODUCE: BIRDS' EGGS: NATURAL HONEY
04.01	Milk and cream, fresh, not concentrated or sweetened
04.02	Milk and cream, preserved, concentrated or sweetened
04.03	Butter
04.04	Cheese and curd
ex 04.05	Birds' eggs and egg yolks, fresh, dried or otherwise preserved, sweetened or not:
	Eggs in shell:
	Chickens' eggs:
111	Fit for human consumption
119	Other
	Other poultry eggs:
151	Fit for human consumption
	Other birds' eggs:
191	Fit for human consumption
	Eggs not in shell:
901	Fit for human consumption
909	Other
04.06	Natural honey
Chapter 6	
	LIVE TREES AND OTHER PLANTS: BULBS, ROOTS AND THE LIKE, CUT FLOWERS AND ORNAMENTAL FOLIAGE
06.01	Bulbs, tubers, tuberous roots, corms, crowns and rhizomes, dormant, in growth or in flower
06.02	Other live plants, including trees, shrubs, bushes, roots, cuttings and slips
06.03	Cut flowers and flower buds of a kind suitable for bouquets or for ornamental purposes, fresh, dried, dyed, bleached, impregnated or otherwise prepared
06.04	Foliage, branches, and other parts (other than flowers or buds) of trees, shrubs, bushes and other plants and mosses, lichens and grasses, being goods of a kind suitable for bouquets or for ornamental purposes, fresh, dried, dyed, bleached, impregnated or otherwise prepared
Chapter 7	
	EDIBLE VEGETABLES AND CERTAIN ROOTS AND TUBERS
ex 07.01	Vegetables, fresh or chilled:
100	Potatoes
	Edible roots:
210	Carrots
291	Turnip-rooted celery
292, 293	Radishes
ex 299	Other (parsley root, horse-radish, turnips, beetroot, parsnips, salsify, kohlrabi and mixtures of these)
	Onions, shallots and garlic:
301	Shallots
ex 309	Other (dry bulb)
	Cabbage:
410	White, red, savoy and spring
421, 422	Cauliflower
ex 490	Other (sprouts and kale)
	Leguminous vegetables:
ex 510	Peas (sugar peas, green peas, marrowfat peas)
ex 520	Beans (kidney beans, runner beans, sliced beans, white beans in pod)
	Edible mushrooms:
610	Cultivated mushrooms
701, 702	Tomatoes
801, 802, 803, 804	Cucumbers
	Salad vegetables:
ex 851, ex 852	Lettuce, chicory, endive
901	Crisp parsley
902	Stalk celery
ex 909	Other (broccoli, dill, chives, marrows, purslane, leeks, rhubarb, spinach)
ex 07.02	Vegetables (whether or not cooked), preserved by freezing:
001	Sugar peas, green peas, marrowfat peas, kidney beans, runner beans, sliced beans, white beans in pod
002	Cauliflower
003	Crisp parsley
	Edible mushrooms:
ex 004	Cultivated mushrooms
ex 009	Others:
	Salad cucumbers, pickling cucumbers, gherkins, broccoli, dill, carrots, marrows, chives, kale, cabbage (white, red, savoy and spring), Jerusalem artichokes, kohlrabi, onions (shallots and dry bulb), turnips, parsnips, horse-radish, parsley root, purslane, leeks, rhubarb, radishes, brussels sprouts, lettuce, chicory, endive, celery, salsify, spinach, tomatoes, swedes and mixtures of these except frozen corn
ex 07.03	Vegetables provisionally preserved in brine, in sulphur water or in other preservative solutions, but not specially prepared for immediate consumption:
	In brine:
019	Other:
	Salad cucumbers, pickling cucumbers, gherkins, broccoli, cauliflower, kidney beans, runner beans, sliced beans, white beans in pod, dill, sugar peas, green peas, marrowfat peas, carrots, marrows, chives, kale, cabbage (white, red, savoy and spring), Jerusalem artichokes, kohlrabi, dry bulb onions, shallots, turnips, parsnips, horse-radish, parsley (leaf and root), purslane, leeks, rhubarb, radishes, brussels sprouts, beetroots, lettuce, chicory, endive, salsify, cultivated mushrooms, spinach, tomatoes, swedes and mixtures of these
	Other:
031	Carrots
ex 032	Tomatoes and cultivated mushrooms
ex 033	Shallots and dry bulb onions
034	Turnip-rooted celery or stalk celery
ex 035	Cauliflower
	Peas and beans:
ex 036	Sugar peas, green peas, marrowfat peas, kidney beans, runner beans, sliced beans, white beans in pod
ex 039	Other:
	Salad cucumbers, pickling cucumbers, gherkins, broccoli, dill, marrow, chives, kale, cabbage (white, red, savoy and spring), Jerusalem artichokes, kohlrabi, turnips, parsnips, horse-radish, parsley (leaf and root), purslane, leeks, rhubarb, radishes, brussels sprouts, beetroot, lettuce, chicory, endive, salsify, spinach, swedes and mixtures of these
ex 07.04	Dried, dehydrated or evaporated vegetables, whole, cut, sliced, broken or in powder form but not further prepared:
001	Potatoes
ex 009	Other:
	Salad cucumbers, pickling cucumbers, gherkins, broccoli, cauliflower, kidney beans, runner beans, sliced beans, white beans in pod, dill, sugar peas, green peas, marrowfat peas, carrots, marrows, chives, kale, cabbage (white, red, savoy and spring), Jerusalem artichokes, kohlrabi, dry bulb onions and shallots, turnips, parsnips, horse-radish, parsley (leaf and root), purslane, leeks, rhubarb, radishes, brussel sprouts, beetroot, lettuce, chicory, endive, celery (root and stalks) salsify, cultivated mushrooms, spinach, tomatoes, swedes and mixtures of these
ex 07.06	Manioc, arrowroot, salep, Jerusalem artichokes, sweet potatoes and other similar roots and tubers with high starch or inulin content, fresh or dried, whole or sliced, sago pith:
ex 901	Fresh Jerusalem artichokes
ex 909	Dried Jerusalem artichokes
Chapter 8	
	EDIBLE FRUIT AND NUTS: PEEL OF MELONS OR CITRUS FRUIT
ex 08.06	Apples, pears, and quinces, fresh:
101, 102, 103	Apples
201, 202, 203	Pears
ex 08.07	Stoned fruit, fresh:
101, 102, 103	Cherries of all kinds
301, 302	Peaches and nectarines
401, 402, 403, 404	Plums
ex 08.08	Berries, fresh:
100	Raspberries, gooseberries, red currants and blackcurrants
201, 202, 203	Strawberries
ex 08.09	Other fruit, fresh:
101*	'Honeydew' and 'Ogen' melons
109	Other melons
ex 08.10	Fruit (whether or not cooked) preserved by freezing, not containing added sugar:
100	Strawberries
901	Cowberries and blackberries
ex 909	Other:
	Apples, pears, plums, cherries, raspberries, gooseberries, red currants and blackcurrants, bilberries, blackberries, melons and mixtures thereof
ex 08.11	Fruit provisionally preserved in brine, in sulphur water or in other preservative solutions, but not specially prepared for immediate consumption:
	Other than in brine:
012	Cherries of all kinds
019	Other (apples, pears, plums, blackcurrants, raspberries, gooseberries, red currants, strawberries, bilberries, blackberries, cloudberries, red whortleberries, melons and mixtures of these)
ex 08.12	Fruit, dried other than that falling within headings 08.01 to 08.05:
100	Apples

Heading in the Customs Tariff	Item
200	Pears
ex 600	Mixed fruits with apples or pears
ex 900	Other (cherries, blackcurrants, raspberries, gooseberries, red currants, strawberries, blackberries, cloudberries, red whortleberries, melons and mixtures of these)
Chapter 10	
CEREALS	
10.06.900	Husked and broken rice
Chapter 11	
PRODUCTS OF THE MILLING INDUSTRY: MALT AND STARCHES: GLUTEN: INULIN	
11.05	Flour, meal and flakes of potato
	Flour, and meal of sago and of manioc, arrowroot, salep and other roots and tubers falling within heading 07.06:
ex 11.06.001	Flour and meal of sago, manioc, arrowroot and salep
	Starches and inulin:
x 11.08.400	Potato starch
11.09	Gluten and gluten flour, roasted or not
Chapter 15	
ANIMAL AND VEGETABLE FATS AND OILS AND THEIR CLEAVAGE PRODUCTS: PREPARED EDIBLE FATS: ANIMAL AND VEGETABLE WAXES	
x 15.01	Lard and other rendered pig fat: rendered poultry fat:
	Lard and other rendered pig fat
Chapter 16	
PREPARATIONS OF MEAT, OF FISH, OF CRUSTACEANS OR MOLLUSCS	
16.01	Sausages and the like, of meat, meat offal or animal blood:
100	In airtight containers
200	Other
16.02	Other prepared or preserved meat or meat offal:
	In airtight containers:
110	Meat of animals of the bovine species
120	Pork
130	Poultry meat
140	Other meat
192	Meat preparations (meat rolls and the like)
196	Liver paste
199	Other preparations of meat offal
	Other:
201	Meat preparations (meat rolls and the like)
209	Other
ex 16.03	Meat extracts and meat juices:
	In airtight containers:
004	Other than whale-meat extract
	Other:
008	Other than whale-meat extract
Chapter 17	
SUGAR AND SUGAR CONFECTIONERY	
ex 17.02·101	Glucose
Chapter 18	
COCOA AND COCOA PREPARATIONS	
ex 18.06	Chocolate and other food preparations containing cocoa:
400*	Ice cream: ice-cream and pudding powder
900*	Other food preparations
Chapter 19	
PREPARATIONS OF CEREALS, FLOUR OR STARCH: PASTRYCOOKS' PRODUCTS	
19.02	Preparations of flour, starch or malt extract, of a kind used as infant food or for dietetic or culinary purposes, containing less than 50% by weight of cocoa
19.04	Tapioca and sago, tapioca and sago substitutes obtained from potato or other starches
Chapter 20	
PREPARATIONS OF VEGETABLES, FRUIT OR OTHER PARTS OF PLANTS	
ex 20.01	Vegetables and fruit, prepared or preserved by vinegar or acetic acid, with or without sugar, whether or not containing salt, spices or mustard:
	In airtight containers:
	Vegetables:
109	Other: salad cucumbers, pickling cucumbers, gherkins, broccoli, cauliflower, kidney beans, runner beans, sliced beans, white beans in pod, dill, sugar peas, green peas, marrowfat peas, carrots, marrows, chives, kale, cabbage (white, red, savoy and spring), Jerusalem artichokes, salep, kohlrabi, shallots, turnips, parsnips, horse-radish, parsley (leaf and root), purslane, leeks, rhubarb, radishes, brussels sprouts, beetroot, lettuce, chicory, endive, root and stalk celery, salsify, cultivated mushrooms, spinach, tomatoes, swedes and mixtures of these
ex 200	Fruit:
	Apples, pears, plums, cherries, blackcurrcants, raspberries, gooseberries, red currants, strawberries, bilberries, blackberries, cloudberries, red whortleberries and mixtures of these
	In other containers:
	Vegetables:
ex 309	Other: as for ex 109 above
ex 400	Fruit: as for ex 200 above
ex 20.02	Vegetables prepared or preserved otherwise than by vinegar or acetic acid:
	In airtight containers:
110	Sugar peas, green peas and marrowfat peas
ex 120	Cultivated mushrooms
150*	Tomato puree (with dry weight content of not less than 25% tomato, produced as a whole of tomato and water with or without salt or other preserving matter of flavouring substances), except in containers which with their contents do not exceed 5 kilos each
160	Other tomato puree, except in containers which with their contents do not exceed 5 kilos each
	Tomatoes:
192	Preserved in sugar
193	Others:
	Salad cucumbers, pickling cucumbers, gherkins, broccoli, cauliflower, kidney beans, runner beans, sliced beans, white beans in pod, dill, carrots, marrows, chives, kale, cabbage (white, red, savoy and spring), Jerusalem artichokes, salep, kohlrabi, shallots, turnips, parsnips, horse-radish, parsley (leaf and root), purslane, leeks, rhubarb, radishes, brussels sprouts, beetroot, lettuce, chicory, endive, root and stalk celery, salsify, cultivated mushrooms, spinach, swedes and mixtures of these:
ex 198	Preserved in sugar
ex 199	Other
	In other containers:
ex 210	Sugar peas, green peas and marrowfat peas
220	Cultivated mushrooms
230	Tomato puree
	Tomatoes:
292	Preserved in sugar
293	Other
	Salad cucumber . . . etc. (as 193 above)
ex 298	Preserved in sugar
ex 299	Other
ex 20.03	Fruit, preserved by freezing, containing added sugar:
100	Strawberries
900	Other
ex 20.04	Fruit, fruit-peel and parts of plants, preserved by sugar (drained, glace or crystallized):
ex 009	Other (apples, pears, plums, cherries, blackcurrants, raspberries, gooseberries, red currants, strawberries, bilberries, blackberries, cloudberries, red whortleberries, melons and mixtures of these)
ex 20.05	Jams, fruit jellies, marmalades, fruit puree and fruit pastes, being cooked preparations, whether or not containing added sugar:
201, 209	Of apples
ex 301, ex 309	Of blackcurrants, raspberries, gooseberries, red currants, strawberries, bilberries, blackberries, cloudberries, red whortleberries and mixtures of these
ex 901, ex 909	Of pears, plums, cherries, except cherry pie filling, melons and mixtures of these
ex 20.06	Fruit otherwise prepared or preserved, whether or not containing added sugar or spirit:
	Pears:
401	Containing added spirit
409	Other
	Mixed fruit (apples, pears, plums, cherries, blackcurrants, raspberries, gooseberries, red currants, strawberries, bilberries, blackberries, red whortleberries and melons):
ex 701	Containing added spirit
ex 702	Others consisting essentially of plums and pears except canned mixed fruit including fruit cocktail
ex 709	Other mixtures (apples, cherries, blackcurrants, raspberries, gooseberries, red currants, strawberries, bilberries, blackberries, cloudberries, red whortleberries and melons)
	Other fruit (apples, pears, plums, cherries, blackcurrants, raspberries, gooseberries, red currants, strawberries, bilberries, blackberries, cloudberries, red whortleberries and melons):
ex 903	Containing added spirit
	Other:
ex 906	Plums
ex 907	Apples, pears, cherries, except sour cherries in hermetically sealed containers for baking purposes, blackcurrants, raspberries, gooseberries, red currants, strawberries, bilberries, blackberries, cloudberries, red whortleberries and melons
ex 20.07	Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but not unfermented and not containing spirit:
	Other than citrus fruit juices:
	Containing added sugar:
201	Blackcurrant juice
ex 204	Other (juice of apples, pears, plums, cherries, strawberries, bilberries, blackberries, cloudberries, red whortleberries and melons)
ex 205	Not containing added sugar (juice of apples, pears, plums, morella cherries, blackcurrants, raspberries, gooseberries, red currants, strawberries, bilberries, blackberries, cloudberries, red whortleberries and melons)
Chapter 21	
MISCELLANEOUS EDIBLE PREPARATIONS	
ex 21.07	Food preparations not elsewhere specified or included:
	Ice cream, ice cream powder and pudding powder:
410	Ice cream containing fat
490*	Other
	Fatty emulsion and like products of a kind used in the manufacture of bakers' wares:
521*	Containing less than 10% of fat
529	Other
909*	Other goods except prepared maize (canned corn)
Chapter 35	
ALBUMINOIDAL SUBSTANCES: GLUES	
ex 35.02.100*	Egg albumin
Chapter 89	
SHIPS AND BOATS	
ex 89.01.009	Other vessels (except pleasure boats and craft; competition boats; the normal contracting of dry cargo ships)

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 458, 459 and 461).

EXPORT ASSISTANCE PICK-A-BACK ARRANGEMENTS FOR EXPORTS

A booklet containing the names and addresses of firms who have offered to help other firms with export assistance is published by the Export Services Branch of the Board of Trade.

Copies may be obtained free from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 491, Telex 25977), or from any of the Board of Trade Regional Offices.

FINLAND

Further tariff amendments

FINNISH LAW No. 736 made the following amendments to the Finnish Customs Tariff. The amendments came into effect on January 1, 1967, provisionally by decree pending formal approval by the Finnish Parliament. The amendments are additional to those published in the *Board of Trade Journal* of April 28 and have not yet been issued as amendment pages to the official Finnish Tariff Handbook. These amendments relate to the basic duty only, and the rates of duty shown are not necessarily the m.f.n. rates.

Notes:

(e) Appearing before a customs duty denotes that the duty or exemption from duty is applicable if the importer is able to prove that the corresponding goods are of a kind not manufactured on an industrial scale in Finland.

(t) Appearing before a customs duty denotes that the rate is to be applied subject to compliance by the importer with the conditions stipulated in the note for the relevant heading, in accordance with the Decision of the Council of Ministers concerning the rates applicable in respect of goods intended for use in industry.

Customs Heading Number	Description	Unit	Basic Rate of Duty
			Fmks. per kg. or % *ad val.*
18.01	Cocoa beans, whole or broken, raw or roasted:		
	Raw, whole or broken	1 kg.	0·90
	Other	1 kg.	2·05
21.07	Food preparations not elsewhere specified or included:		
	Non-alcoholic products for making beverages:		
	Preparations used in industry for the manufacture of products liable to the tax on refreshment drinks, subject to the application of the security or declaration procedure		t Free
	Other		40%
	Ice cream:		
	Containing fat		Free
	Other p.	1 kg.	2·50
	Powders for ice creams or table creams:		
	Containing as a basic constituent, not less than 20% by weight, fat, milk or eggs p.	1 kg.	1·15
	Other p.	1 kg.	2·50
	Sweet-fat		Free
	Fat emulsions and similar preparations, of a kind used for the production of bakers' wares:		
	With a fat content of not less than 10% by weight		Free
	With a fat content of less than 10% by weight p.	1 kg.	2·50
	Coffee pastes; ravioli, macaroni, spaghetti and similar preparations, cooked		Free
	Tahine, used as raw material in the sweetmeats industry, subject to the application of the security or declaration procedure		t Free
	Other p.	1 kg.	2·50
39.07	Articles of materials of the kinds described in heading Nos. 39.01 to 39.06:		
	Transmission, conveyor or elevator belts or belting		25%
	Artificial sausage casings		15%
	Other (Note)		30%
	minimum duty p.	1 kg.	4·50 / t 15%
	Note: Semi-finished products of this sub-heading and used in industry for the manufacture of articles falling within Nomenclature Sections XVI to XX are liable to a duty of 15% *ad valorem*, on conditions prescribed by the Council of Ministers.		
50.09	Woven fabrics of silk or of waste silk other than noil		35%
	minimum duty p.	1 kg.	10·00
50.10	Woven fabrics of noil silk		35%
	minimum duty p.	1 kg.	10·00
51.01	Yarn of man-made fibres (continuous), not put up for retail sale:		
	Of synthetic man-made fibres:		
	Cord yarn		Free
	Sewing thread		12%
	Other:		
	Texturized yarn		15%
	Other		Free
	Of transformed man-made fibres:		
	Cord yarn (Note 1)		22% / t 10%
	Other:		
	Texturized yarn		15%
	Other (Note 2)		22% / t Free
	Note 1: Yarn falling within this sub-heading and used in industry for the manufacture of tyres for vehicles is liable to a duty of 10% *ad valorem*, on conditions prescribed by the Council of Ministers.		
	Note 2: Yarn falling within this sub-heading and used in industry for the manufacture of texturized yarn is duty free on conditions prescribed by the Council of Ministers.		
51.02	Monofil, strip (artificial straw and the like) and imitation catgut, of man-made fibre materials:		
	Of synthetic man-made fibre materials		Free
	Of transformed man-made fibre materials		15%
51.04	Woven fabrics of man-made fibres (continuous), including woven fabrics of monofil or strip of heading No. 51.01 or 51.02:		
	Cord fabric		10%
	Fabrics, weighing more than 300 grammes per square metre, to be used for the industrial manufacture of machinery belting, machinery packing, or tubing, subject to the application of the security or declaration procedure		t 10%
	Other:		
	Of synthetic man-made fibre materials:		
	Fabrics of a width not exceeding 60 cm. to be used for the industrial manufacture of umbrellas and sunshades, subject to the application of the security or declaration procedure		t 20%
	Other:		
	Printed or woven with designs, the weave design being visible and the number of threads within the design exceeding 12 (Note 1)		50%
	minimum duty p.	1 kg.	7·50 / t_1 25%
	minimum duty p.	1 kg.	t_1 5·00
	Other (Notes 2, 5)		50%
	minimum duty p.	1 kg.	6·50 / t_2 25%
	minimum duty p.	1 kg.	t_2 4·00 / t_3 25%
	Of transformed man-made fibre materials:		
	Containing natural silk and/or man-made fibres falling within heading No. 51.01, together more than 85% by weight:		
	Printed or woven with designs, the weave design being visible and the number of threads within the design exceeding 12 (Note 2)		50%
	minimum duty p.	1 kg.	9·50
	minimum duty p.	1 kg.	t_2 25% / t_3 4·00
	Other (Notes 3, 5)		50%
	minimum duty p.	1 kg.	8·00 / t_2 25%
	minimum duty p.	1 kg.	t_2 2·50 / t_3 25%
	Other:		
	Printed or woven with designs, the weave design being visible and the number of threads within the design exceeding 12 (Note 2)		50%
	minimum duty p.	1 kg.	7·00 / t_2 25%
	minimum duty p.	1 kg.	t_3 4·00
	Other (Notes 4, 5)		50%
	minimum duty p.	1 kg.	6·50 / t_2 25%
	minimum duty p.	1 kg.	t_3 3·00 / t_3 25%
	Note 1: Fabrics falling within this sub-heading and used in the textile or clothes industry for the manufacture of textile articles are liable to a duty of 25% *ad valorem*, but not less than 5 Finnish marks per kg., on conditions prescribed by the Council of Ministers.		
	Note 2: Fabrics falling within these sub-headings and used in the textile or clothes industry for the manufacture of textile articles are liable to a duty of 25% *ad valorem*, but not less than 4 marks per kg., on conditions prescribed by the Council of Ministers.		
	Note 3: Fabrics falling within this sub-heading and used in the textile or clothes industry for the manufacture of textile articles are liable to a duty of 25% *ad valorem*, but not less than 2·50 marks per kg., on conditions prescribed by the Council of Ministers.		
	Note 4: Fabrics falling within this sub-heading and used in the textile or clothes industry for the manufacture of textile articles are liable to a duty of 25% *ad valorem*, but not less than 3 marks per kg., on conditions prescribed by the Council of Ministers.		
	Note 5: Fabrics falling within these sub-headings and used for the manufacture of sails or of embroidery to be sold in the piece, in strips or in motifs are liable to a duty of 25% *ad valorem*, on conditions prescribed by the Council of Ministers.		
58.09	Tulle and other net fabrics (but not including woven, knitted or crocheted fabrics), figured; hand or mechanically-made lace, in the piece, in strips or in motifs:		
	Of natural silk		40%
	Of man-made fibres falling within heading No. 51.01 (Note 1)		50% / t 25%
	Note 1: Goods falling within this sub-heading and used in industry for the manufacture of textile articles are liable to a duty of 25% *ad valorem*, on conditions prescribed by the Council of Ministers.		
	Of other textile materials (Note 2)		40% / t 30%
	Note 2: Goods of this sub-heading (other than tulle-bobinet) of cotton or of man-made fibres falling within heading No. 58.01, used in industry for the manufacture of textile articles, are liable to a duty of 30% *ad valorem*, on conditions prescribed by the Council of Ministers.		

FINLAND, *continued*

Customs Heading Number	Description	Unit	Basic Rate of Duty
			Fmks. per kg. or % *ad val.*
59.11	Rubberized textile fabrics, other than rubberized knitted or crocheted goods:		
	Cord fabric		10%
	Insulation tape, and tape for other purposes, treated with adhesive glue; the width not exceeding 5 cm.		20%
	Tape for technical purposes or for use in the shoe making industry		15%
	minimum duty p.	1 kg.	0·80
	Pegamoid		35%
	minimum duty p.	1 kg.	2·10
	Fabrics used for the industrial manufacture of machinery belting or machinery packing, of a weight exceeding 300 grammes per square metre when not rubberized, subject to the application of the security or declaration procedure.		t 10%
	Tarpaulin fabric		30%
	minimum duty p.	1 kg.	1·20
	Other:		
	Containing natural silk or man-made fibres falling within heading No. 51.01 (Note)		50%
	minimum duty p.	1 kg.	9·50
	Other. (Note)		t 12% 35%
	minimum duty p.	1 kg.	2·50 t 12%
	Note: Fabrics falling within these sub-headings, covered or laminated with expanded, foam or sponge rubber and used in industry for the manufacture of textile articles, are liable to a duty of 12% *ad valorem*, on conditions prescribed by the Council of Ministers.		
60.01	Knitted or crocheted fabric, not elastic nor rubberized:		
	Knitted or crocheted lace and lace fabrics:		
	Of natural silk or of man-made fibres falling within heading No. 51.01 (Note 1)		35% t 15%
	Of other textile materials		30%
	Knitted or crocheted fabrics, elastic, not falling within heading No. 60.06, containing, instead of rubber fibres, elastic fibres of artificial plastic material (e.g. polyurethane) (Note 2)		35% t 25%
	Other:		
	Of natural silk		40%
	minimum duty p.	1 kg.	32·00
	Of synthetic man-made fibres falling within heading No. 51.01:		
	Weighing more than 200 grammes per square metre (Note 3)		35%
	minimum duty p.	1 kg.	10·00 t 25%
	minimum duty p.	1 kg.	t 5·00
	Weighing not more than 200 grammes per per square metre (Note 3)		40%
	minimum duty p.	1 kg.	20·0 t 25%
	minimum duty p.	1 kg.	t 5·00
	Of transformed man-made fibres falling within heading No. 51.01 (Note 3)		40%
	minimum duty p.	1 kg.	14·00 t 25%
	minimum duty p.	1 kg.	t 5·00
	Of sheep's or lambs' wool or other animal hair		35%
	minimum duty p.	1 kg.	6·75
	Of man-made fibres falling within heading No. 56.01		35%
	minimum duty p.	1 kg.	6·75
	Of other textile materials		35%
	minimum duty p.	1 kg.	3·50
	Note 1: Knitted or crocheted lace and lace fabrics falling within this sub-heading and used in industry for the manufacture of textile articles are liable to a duty of 15% *ad valorem*, on conditions prescribed by the Council of Ministers.		
	Note 2: Elastic knitted or crocheted fabrics falling within this sub-heading and used in industry for the manufacture of textile articles are liable to a duty of 25% *ad valorem*, on conditions prescribed by the Council of Ministers.		
	Note 3: Knitted or crocheted fabrics falling within these sub-headings and used in industry for the manufacture of textile articles are liable to a duty of 25% *ad valorem*, but not less than 5 marks per kg., on conditions prescribed by the Council of Ministers.		
60.06	Knitted or crocheted fabric and articles thereof, elastic or rubberized (including elastic knee-caps and elastic stockings):		
	Elastic stockings for varicose veins		10%
	Other (Notes 1, 2)		35% t_1 12% t_2 25%
	Note 1: Knitted or crocheted fabrics falling within this sub-heading, covered or laminated with expanded, foam or sponge rubber and used in industry for the manufacture of textile articles, are liable to a duty of 12% *ad valorem*, on conditions prescribed by the Council of Ministers.		
	Note 2: Elastic knitted or crocheted fabrics falling within this sub-heading and used in industry for the manufacture of textile articles are liable to a duty of 25% *ad valorem*, on conditions prescibed by the Council of Ministers.		
84.06	Internal combustion piston engines:		
	Aircraft engines		Free
	Other (Note 1)		15% t Free

A ride on a 'Robotug' was one of the unexpected highlights of a visit to EMI Electronics for some members of the West German mission at Hayes recently. Showing keen interest in the 'Robotug' are (left to right): Prof. Lutz, Herr Dittfurth, Mr. F. G. Helps, manager, Automation Division, EMI Electronics, Dr. Lothar Koester, Herr Manfred Rheinhardt (kneeling), Herr Ernst Wellfonder, Miss P. Meacock (interpreter), Miss P. Macdougall (BNEC), Herr E. Krochmann, Herr Walter Tölle, Herr Lothar Bierling, Dr. Schröck-Vietor. The West German mission of 30 scientists and technologists were here for a week of visits to British firms sponsored by the Scientific Instrument Manufacturers' Association and supported by the British National Export Council.

Customs Heading Number	Description	Unit	Basic Rate of Duty
			Fmks. per kg. or % *ad val.*
	Note 1: Engines falling within this sub-heading and used in industry for the manufacture of self-propelled machinery falling within Chapter 84 or of motor vehicles falling within heading Nos. 87.01, 87.02, 87.04, 87.07 or 87.09 are duty free on conditions prescribed by the Council of Ministers.		
	Parts:		
	Parts of aircraft engines		Free
	Other. (Note 2)		15% t Free
	Note 2: Parts falling within this sub-heading and used in industry for the manufacture of engines referred to in the Note 1 above are duty free on conditions prescribed by the Council of Ministers.		
84.10	Pumps (including motor pumps and turbo pumps) for liquids, whether or not fitted with measuring devices; liquid elevators of bucket, chain, screw, band and similar kinds:		
	Pumps for liquids (Note)		15% e 7·5% t Free
	Note: Pumps for liquids falling within the sub-heading and used in industry for the manufacture of self-propelled machinery falling within Chapter 84 or of motor vehicles falling within heading Nos. 87.01, 87.02, 87.04, 87.07 or 87.09 are duty-free on conditions prescribed by the Council of Ministers.		
	Liquid elevators		15% e Free
	Parts		15%
84.22	Lifting, handling, loading or unloading machinery, machinery, telphers and conveyors (for example, lifts, hoists, winches, cranes, transporter cranes, jacks, pulley tackle, belt conveyors and teleferics), not being machinery falling within heading No. 84.23:		
	Mounted on tractor-type bases. (Note)		15%
	Note: Machinery falling within this sub-heading is liable to a duty at the same rate as are tractors falling within heading No. 87.01, provided that the tractor and its working tool are simultaneously cleared by the Customs.		
	Other machinery		15% e Free
	Parts		15%

(Continued on next page)

FINLAND, *continued*

Customs Heading Number	Description	Unit	Basic Rate of Duty
			Fmks. per kg. or % *ad val.*
84.23	Excavating, levelling, tamping, boring and extracting machinery, stationary or mobile, for earth, minerals or ores (for example, mechanical shovels, coal-cutters, excavators, scrapers, levellers and bulldozers); pile-drivers; snow-ploughs, not self-propelled (including snow-plough attachments):		
	Mounted on tractor-type bases . (Note)		15%
	Note: Machinery falling within this sub-heading is liable to duty at the same rate as are the tractors falling within heading No. 87.01, provided that the tractor and its working tool are simultaneously cleared by the Customs.		
	Other machinery		{ 15% e Free
	Parts (including bulldozer blades and similar parts, with the arms and hydraulic working cylinders)		15%
84.63	Transmission shafts, cranks, bearing housings, plain shaft bearings, gears and gearing (including friction gears and gear boxes and other variable speed gears), flywheels, pulleys and pulley blocks, clutches and shaft couplings . (Note)		{ 15% t Free
	Note: Articles falling within this heading and used in industry for the manufacture of self-propelled machinery falling within Chapter 84 or for the purposes referred to in the Note 2 to heading 84.06 are duty free on conditions prescribed by the Council of Ministers.		
85.08	Electrical starting and ignition equipment for internal combustion engines (including ignition magnetos, magneto-dynamos, ignition coils, starter motors, sparking plugs and glow plugs); dynamo and cut-outs for use in conjunction therewith . (Note)		{ 15% t Free
	Note: Equipment falling within this heading and used in industry for the manufacture of self-propelled machinery falling within Chapter 84 or of motor vehicles falling within heading Nos. 87.01, 87.02, 87.04, 87.07 or 87.09 is duty free on conditions prescribed by the Council of Ministers.		
85.09	Electrical lighting and signalling equipment and electrical windscreen wipers, defrosters and demisters, for cycles or motor vehicles:		
	Cycle lamps and cycle dynamos . . .		18%
	Other equipment . . . . . (Note)		{ 15% t Free
	Parts . . . . . (Note)		{ 15% t Free
	Note: Equipment and parts thereof, falling within these sub-headings and used in industry for the manufacture of self-propelled machinery falling within Chapter 84 or motor vehicles falling within heading Nos. 87.01, 87.02, 87.04, 87.07 or 87.09 are duty free on conditions prescribed by the Council of Ministers.		
87.04	Chassis fitted with engines, for the motor vehicles falling within heading Nos. 87.01, 87.02 or 87.03 .		15%
87.05	Bodies (including cabs), for the motor vehicles falling within heading Nos. 87.01, 87.02 or 87.03 . .		15%
87.06	Parts and accessories of the motor vehicles falling within heading Nos. 87.01, 87.02 or 87.03:		
	Parts and accessories of tractors:		
	Wheels fitted with rubber tyres . (Note 1)		{ 15% t 8%
	Note 1: Wheels fitted with rubber tyres, falling within this sub-heading and used in industry for the manufacture of tractors or of self-propelled machinery falling within Chapter 84, are liable to a duty of 8% *ad valorem*, on conditions prescribed by the Council of Ministers.		
	Other . . . . . (Note 2)		{ 10% t Free
	Note 2: Parts and accessories, falling within this sub-heading and used in industry for the manufacture of tractors or of self-propelled machinery falling within Chapter 84 are duty-free on conditions prescribed by the Council of Ministers.		
	Others:		
	Wheels fitted with rubber tyres . (Note 3)		{ 25% t 13%
	Note 3: Wheels fitted with rubber tyres, falling within this sub-heading and used in industry for the manufacture of automobile chassis or of trailers, are liable to a duty of 13% *ad valorem* on conditions prescribed by the Council of Ministers.		
	Other. . . . . (Note 4)		{ 15% t Free
	Note 4: Parts and accessories falling within this sub-heading and used in industry for the manufacture of automobile chassis or of trailers are duty free on conditions prescribed by the Council of Ministers.		
87.07	Works trucks, mechanically propelled, of the types used in factories or warehouses for short distance transport or handling of goods (for example, fork-lift trucks and platform trucks); tractors of the type used on railway station platforms; parts of the foregoing trucks and tractors:		
	Works trucks and tractors		15%
	Parts:		
	Wheels fitted with tyres . . (Note 1)		{ 25% t 13%
	Note 1: Wheels fitted with tyres, falling within this sub-heading and used in industry for the manufacture of works trucks or tractors, are liable to a duty of 13% *ad valorem*, on conditions prescribed by the Council of Ministers.		
	Other. . . . . (Note 2)		{ 15% t Free
	Note 2: Parts falling within this sub-heading and used in industry for the manufacture of works trucks or tractors are duty free on conditions prescribed by the Council of Ministers.		

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Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 458/459/461).

FRANCE

Global quotas for dessert apples

THE FRENCH *Journal Officiel* of May 4 announced that dessert apples (Tariff No. 08.06 AII.c) may be imported from all countries between May 5 and June 15 (date of Customs clearance).

The fruit, which must conform to quality standards, 'extra', I or II, as set out in an EEC notice of April 4, 1962, will be imported according to the procedure laid down for liberalized products in a notice of January 30, 1967.

Importers must conform to ruling No. 80/63 of the EEC Commission of July 31, 1963, concerning the quality control of fruit and vegetables.

The full French text of these notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/480).

Liberalization of imports

THE *Board of Trade Journal* of May 6, 1966, pages 1028-1031, published two lists of goods subject to quantitative restriction in France. List II, covering goods originating in Hong Kong, should be amended as follows:

A. The following tariff headings should be deleted:

	Articles of the materials of the kind described in headings 39.01 to 39.06:
39.07 C	Of hardened proteins
39.07 E	Of other materials
55.08	Terry towelling and similar Terry fabrics, of cotton
	Nets and netting made of twine, cordage or rope, and made up fishing nets of yarn, twine, cordage or rope:
59.05 A	Fishing nets, made up or not, other than for trawling
	Gramophones, dictating machines and other sound recorders and reproducers, including record players and tape decks with or without sound heads:
	Sound reproducers:
92.11 A II a	Record players and automatic record changers
	Dolls of all kinds:
	Parts and accessories:
97.02 B I	Heads
	Buttons and button moulds, studs, cuff-links, and press-fasteners, including snap-fasteners and press-studs, blanks and parts of such articles:
98.01 A	Blanks and moulds
	Buttons and parts thereof (other than blanks and moulds):
	Other buttons and studs:
	Not covered with textile materials:
98.01 B III a (3)	Of artificial plastic materials

B. Heading No. 64.02 should be modified as follows:

	Footwear with outer soles of leather or leather substitutes:
	Footwear (other than footwear falling within heading No. 64.01):
	With outer soles of rubber or artificial plastic material
64.02 B Ex IV	With uppers of other materials:
	Shoes whether coming above the ankle or not, with soles of rubber or artificial plastic material and with uppers other than of cotton fabric overlayed with aluminium with the exception of slippers

TURKEY

Global import quotas and liberalization lists

THE FOLLOWING amendments should be made to the Turkish import list published in the *Board of Trade Journal* on January 27, 1967 (pages 228-239):

Global import quotas

Page No.	Quota Serial No.	Tariff Statis. No.	
228	22	38.19.20	Add against this item: 'Mixtures and compositions of locally manufactured plastifiers excluded.'
228	36	29.15.90 38.19.20	The following are the locally produced plastifiers referred to in these items:
229	50	29.15.90	Di-octyl-phthalate (DOP).
229	81	38.19.20	Di-isooctyl-phthalate (DIOP).
230	92	38.19.20	Di-butyl-phthalate (DBP).
230	98	38.19.20	Di-isooctyl-adipate (DIOA).
230	99	38.19.20	Di-octyl-adipate (DOA).
230	100	29.15.90	Di-isodecyl-adipate (DIDA).
230	101	29.15.90	Soya oil epoxide (E.54).
230	103	38.19.20	
230	105	29.15	
238	440	Miscel-laneous	A supplementary allotment of $623,228 is made against this item for importation of printing and typesetting machines (offset presses included) by newspaper publishers.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460/462).

SINGAPORE

Removal of quantitative restrictions

SINGAPORE NOTICE TO Importers No. 25 dated May 8, 1967, states that the Singapore Government has removed the quota restriction on sinks, wash basins, water-closet pans and cisterns of ceramic material (tariff code No. 812 200).

These goods are now subject to specific licensing only. A previous announcement concerning these goods appeared on page 107 of the *Board of Trade Journal* dated January 14, 1966.

(*Continued on page* 1335)

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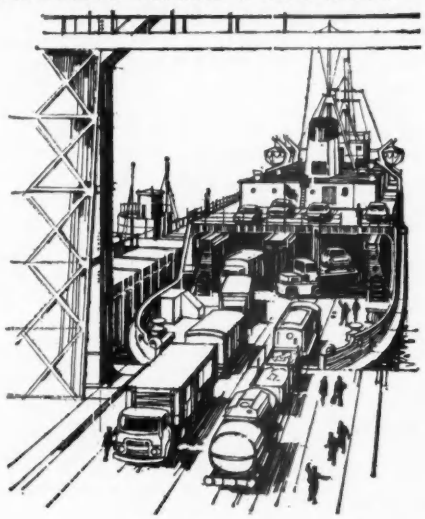

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1 Fluids for the protection of timbers against fungal decay and attack by wood boring insects including termites.

2 Rodenticides for the destruction of rats and mice.

3 Insecticides for the control of cockroaches, flies, mosquitoes, etc.

The Rentokil Organisation with its wide interest in all aspects of Pest Control and Property Maintenance is also interested in marketing new products in the U.K. If your Company has any developments in these relevant fields, or products of a house hygiene nature, we would be pleased to hear from you.

RENTOKIL is the largest and most comprehensive Pest Control organisation in the world. It has five factories manufacturing its various products, offices throughout Great Britain and in many countries overseas, and it provides a unique service. Principals and interested parties are invited to write to A. F. McIntosh.

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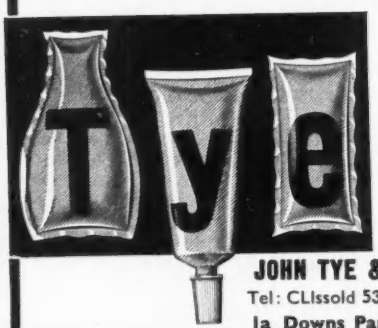

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Vehicle quotas

NOTICE TO Singapore Importers No. 24 of 1967 states that the quota restriction in respect of the undermentioned motor vehicles *to be imported for sale in Singapore* for the next six-month period commencing June 1, 1967, are as follows. The quota is based on the average half-yearly retained imports for the years 1964/1965:

	Quota
(a) Motor Vehicles for transport of persons in respect of models approved for local assembly* – new or other than new	100%
(b) Motor Vehicles for transport of persons in respect of models not approved for local assembly – new or other than new	65%
(c) Motor buses – new; other than new	30%
(d) Motor vehicles for the transport of goods, including chassis with engines fitted, with or without cabs, new; other than new	

*A list of models approved by the Singapore Government for local assembly appeared on pages 177 and 178 of the *Board of Trade Journal* dated January 20, 1967.

Import quota for vehicles *imported for the specific purpose of re-export* will be issued at 120 per cent of exports of vehicles during the period December 1966-May 30, 1967. Vehicles imported under this quota period must be re-exported within the quota period which ends on November 30, 1967. Importers concerned must ensure that the vehicles are imported in sufficient time so that their re-export will be effected within the stipulated period.

Applications for import licences for the import of *used* motor vehicles by private individuals will be considered on the merits of each case. Licences for *new* motor vehicles will not be issued to private individuals unless such vehicles are to be imported through local distributors, in which case a licence will be issued against the quota of the local distributor concerned.

This quantitative restriction will not apply to special purpose motor vehicles classified under Tariff Code No. 732 400 and completely built-up ambulances, but specific import licences have to be obtained before orders are placed with suppliers for such vehicles.

Previous import quotas for vehicles were published in the *Board of Trade Journal* dated November 25, 1966, page 1359.

Members of the Middle East Inward Mission organized by the Electric Light Fittings Association in co-operation with the British National Export Council are seen at the reception given by the British Lighting Industries Ltd., at the Europa Hotel, London. Left to right: Mr. Roger M. Hutchins, Export Manager, Atlas Lighting Ltd., His Excellency Ahmad Fawzi, The Lord Mayor of Amman, Mr. C. White, Export Manager of Ekco Lighting Ltd., Mr. Sayid Raja'i Khaddouri (Iraq), His Worship Rouhi El Khatib, The Lord Mayor of Jerusalem, Mr. Sayyid Ali Al Yasir (Saudi Arabia) and Mr. C. Noble of the British National Export Council.

SYRIA

Pharmaceuticals

IT IS REPORTED that a Decree has been issued establishing a separate state organization for the import and export of pharmaceuticals, to be known as the **Syrian State trading for the import and export of pharmaceuticals.**

This organization will be separate from SIMEX. It will have a board of five members and a capital of one million Syrian pounds, of which SIMEX is to contribute 400,000. Further details will be published when they are available.

ALGERIA

State purchasing monopolies

TWO NOTICES in the Algerian *Journal Officiel* of April 4 announced that as from that date all imports of the following would be the responsibility of the ONACO (*Office National de Commercialisation*):

Tariff No.	Description
Ex 07-04	Pimento known 'NIORA.'
08.12 C	Dried plums.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/81).

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1967 (No. 3), published in Rhodesia Notice No. 352 on May 5, amends the Customs and Excise (Suspension) Regulations, 1967, to the following extent:

		Effective Rate
	FIRST SCHEDULE	
By the insertion of the following items:		
Ex 295 (4)	Printed waxed wrapping paper with printed aluminium foil overstrip in rolls of a width not exceeding 3½ inches	Free
Ex 296 (1) (f)	Printed regenerated cellulose film with printed aluminium foil overstrip, in rolls of a width not exceeding 3½ inches	Free
	THIRD SCHEDULE	
By the insertion of the following item:		
32 (b) (ii)		1d. per lb.

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF Application List No. 433 published in the *South African Goverment Gazette* of May 12, contains an application to the Board of Trade and Industries for increase in duty on electrical tape or webbing, classifiable under tariff sub-heading 58.05.30, from 5 per cent *ad valorem* (General) and duty free (United Kingdom) to 25 per cent *ad valorem* (General) and 20 per cent *ad valorem* (United Kingdom).

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 quoting reference CRE 1194/67.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

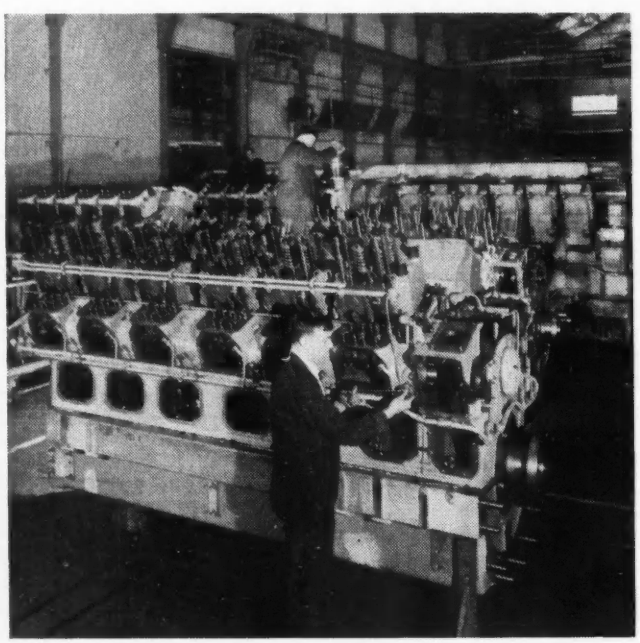
Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

REPUBLIC OF SOUTH AFRICA, *continued*

Customs tariff change

GOVERNMENT NOTICE R.623, published in the Republic of South Africa *Government Gazette* of May 5, amends the Republic's customs tariff as follows:

I Tariff Heading	II Statistical Unit	III Rate of Duty: General	IV Rate of Duty: MFN	V Rate of Duty: Preferential
85.01 By the substitution for subheading 85.01.20.10 of the following: .10 Fractional horse power motors of not less than $\frac{1}{20}$ h.p., of voltages from 220 to 440 and of a motor speed of not less than 900 but not exceeding 2,800 revolutions per minute (excluding repulsion induction motors, motors equipped with brakes and clutches, motors with adjustable speeds and 2/18 pole reversible motors) . . .	No.	30%		25% (U.K.)
By the substitution for subheading 85.01.30.10 of the following: .10 Single-phase, fractional horsepower of not less than $\frac{1}{20}$ h.p., of voltages from 220 to 440 and of a motor speed of not less than 900 but not exceeding 2,800 revolutions per minute (excluding motors marked or identifiable as flame-proof or explosion-proof, submersible motors, a.c. commutator motors and synchronous motors, repulsion induction motors, motors equipped with gearboxes, motors equipped with brakes and clutches, motors with adjustable speeds and 2/18 pole reversible motors)	No.	30%		25% (U.K.)
NOTE: The expression '2-18 poles reversible motors' is replaced by '2/18 pole reversible motors.'				



Assembly of a 12CSVT turbo-charged and intercooled diesel engine for an East African Railways and Harbours 2,025 h.p. diesel-electric locomotive at The English Electric Company's Vulcan Works, Newton-le-Willows. A new order has been received for eight locomotives making a total of 44 12-cylinder engines on order or in service for diesel traction in East Africa.

Dumping duty

GOVERNMENT NOTICE R.624, published in the Republic of South Africa *Government Gazette* of May 5, amends the Dumping Duty Schedule to the Customs and Excise Act, as follows:

I Item	II Tariff Heading and Description	III Rebate Items	IV Territories
216.02	By the substitution for paragraph (1) of tariff heading 85.01 of the following: (1) Motors, three-phase, 1 h.p. or more (excluding motors marked or identifiable as flame-proof or explosion-proof, submersible motors and a.c. commutator and synchronous motors) . . . NOTE: Three-phase a.c. commutator and synchronous motors, 1 h.p. or more, are excluded from the provisions for ordinary dumping duty.		Austria, Belgium, Sweden, U.K., W. Germany.

AUSTRALIA

Goods imported by passengers

THE AUSTRALIAN MINISTER for Customs and Excise recently announced modifications in the duty concessions available to passengers entering Australia.

In future furniture and household goods that have been used overseas by a passenger for at least 12 months would be admitted duty free without regard to value. In relation to motor vehicles the qualifying period for concessional entry has been reduced from 18 months to 15 months.

Three additional new classes of goods would be eligible for free entry (a) a sailing or motor boat or like recreational craft of a kind ordinarily towed on a trailer behind a motor car (b) a caravan and (c) a box or boat trailer. These concessions would be subject to the same conditions as already existed for motor vehicles and only one of each class was available to a family.

The value of gifts and souvenirs admissible free of duty has also been increased from $A60 to$A100 per passenger. This was apart from the provision already existing for passengers to import $A160 value of gifts and souvenirs at a flat rate of duty of 25 per cent. These concessions would now apply regardless of the value of dutiable goods in the passenger's baggage. The provisions governing concessional entry into Australia of portable battery-operated gramophones, tape recorders and dictating machines have also been changed. In future only one unit from one class of appliance per family was eligible for concessional entry as personal effects i.e. either a gramophone or a tape recorder of a dictating machine.

All excess units would be subject to normal rates of duty and sales tax and would not be eligible for concessional rates under the baggage concessional provisions. No change would be made to the present concessions applying to portable battery operated radios.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 418/27/G.

Dumping duty

HOODS AND CAPELINES (tariff items 65.91.9 and 65.03.2 of the Australian Customs Tariff) have been made the subject of a dumping duty under the Australian Customs (Dumping and Subsidies) Act, 1961-65.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 7987/65.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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We have joined forces with six other European and American Banks to set up a Spanish Development Bank, Bandesco. More recently we have joined with four European Banks and one American Bank in the formation of the Société Financière Européenne to help companies solve their problems in Europe.

One way and another we are well equipped to make your venture into Europe certainly easier and possibly more profitable.

The Manager of your nearest branch will be glad to discuss your European problems with you. Alternatively, please get in touch with any of our specialised Foreign branches:

London: Chief Foreign Branch, 168 Fenchurch Street, EC3
West End Foreign Branch, 1 Pall Mall East, SW1
Other Foreign Branches at: Birmingham, Bradford, Bristol, Cardiff, Ipswich, Liverpool, Luton, Manchester, Newcastle upon Tyne, Nottingham, Reading, Southampton

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Customs tariff inquiry

THE NEW ZEALAND Tariff and Development Board has announced that it proposes to inquire into the possible addition of certain textile goods to Schedule A of the New Zealand/Australia Free Trade Agreement. The addition of these fabrics to Schedule A will have the effect of phasing out completely the customs duties payable on these goods exported to New Zealand from Australia. The rates of duty at present payable are:

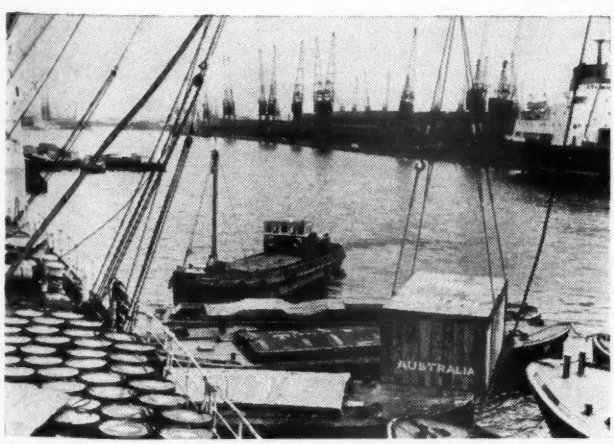
Present Tariff Item No.	1967 Tariff Item No.	Brief Description	British Preferential	Most Favoured Nation	General Tariff
267.010.0	63.01.00	Clothing, clothing accessories, travelling rugs and blankets, household linen and furnishing articles (other than articles falling within items 657.500.1 to 657.700.0), of textile materials, footwear and headgear of any material, showing signs of appreciable wear and imported in bulk or in bales, sacks or similar bulk packings	Free	—	Free
267.020.0	63.02.00	Used or new rags, scrap twine, cordage, rope and cables and worn out articles of twine, cordage, rope or cables	Free	—	Free
Ex 611.999.9	Ex 41.05.09	Deerskin leather	Free	Free	Free
651.510.1	54.03.01	Sewing threads of flax (not put up for retail sale)	Free	—	10%
651.520.1	54.04.01	Sewing threads of flax (put up for retail sale)	Free	—	10%
651.630.1	51.03.11	Sewing threads of continuous synthetic fibres (put up for retail sale)	Free	7½%	10%
651.642.3	56.05.16	Knitting, darning, embroidery and crochet threads of discontinuous synthetic fibres, not containing wool (not put up for retail sale)	Free	7½%	10%
651.710.1	51.01.21	Sewing threads of continuous artificial fibres (not put up for retail sale)	Free	7½%	10%
651.910.9	52.01.09	Metallized yarn not containing wool and not being sewing, knitting, darning, embroidery or crochet thread	15%	25%	55%
652.131.4	55.09.14	Woven cotton flannelette, unbleached, not mercerized	Free	—	15%
652.210.0	55.07.20	Cotton gauze, not including unbleached, not mercerized	Free	—	15%
652.292.1 652.292.2	55.09.41 55.09.42	Woven cotton flannelette, winceyette, diaper cloth, bleached or dyed	Free	—	15%
653.121.6	50.10.04	Woven fabrics wholly of noil silk	Free	15%	17½%
653.320.9	57.09.09	Woven fabrics of hemp not assembled by sewing, gumming, or otherwise	Free	—	15%
656.911.4	62.02.05	Plain terry towels	12½% Aul 12½%	—	27½%
656.920.3	62.05.07	Cheese bandages and caps	Free	—	Free
Ex 841.300.5	Ex 42.03.02	Coats, waistcoats and the like, of deerskin leather	32½% Aul 45% Can	—	80%
Ex 841.301.9	Ex 42.03.19	Skirts of deerskin leather	32½% Aul 45% Can	—	80%

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

The Cotton Board, the Leather Goods Export Group, the Association of Exporters of Raw Materials and Yarns, and the British Man-made Fibres Federation have been informed and it is suggested that any British firm wishing to give evidence might get in touch with them. Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2320), quoting reference CRE 1108/67.

The public inquiry will take place in Wellington on June 6, 1967, at 10.30 a.m. Typewritten statements of evidence (12 copies) should be lodged with Mr. P. A. T. Abraham, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than May 29, 1967. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of their intention.



Nickols Automatics Limited, British pioneers of low-cost automation for machine tools, have dispatched their first consignment of sequence control conversion equipment to Australia. Part of this first delivery is seen being hoisted aboard the 'Tasmanian Star' at London Docks and is destined for firms in Sydney, Melbourne and Adelaide in South Australia. Altogether, 14 equipments make up the pilot shipment which is soon to be followed by others.

JAMAICA

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaican Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended:

(i) by the addition of the following articles to item 87 (i) – Plastics (incl. PVC) – manufactures of:
Spectacle frames,

(ii) by the addition of the following new items:
141 Saddles, bridles and halters,
142 Nitrous oxide,
143 Boats for pleasure measuring 20 feet and under in length.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

ARGENTINA

Surcharges

HM EMBASSY at Buenos Aires report that by Decree No. 2537 of April 18 the import surcharge on tin plate has been fixed at 5 per cent with effect from March 13, 1967.

Exemptions from prior deposits

HM EMBASSY at Buenos Aires report the publication of three resolutions which list items that have been exempted from the payment of prior deposits:

Resolution No. 22 of February 1, published in the *Argentine Official Gazette* on April 28 includes:

Tariff Heading	
29.02.04.03	1, 4-Dichlorobenzene.
39.02.05.02	Acrylonitrile-Butadiene-Styrene copolymers resistant to high temperature (Kralastic TN type and similar).
48.05.00.01	Removable paper (Papel de despegue) for embossing vinylic fabrics.
74.04.00.09	Plates of bronze alloy – standard ASTM – B-171/66.
85.18.01.10	Ceramic capacitors (for industrial use only).
85.21.01.02	Transmission electronic valves (for industrial use only).
85.21.01.05	Tubes, mercury vapour and gas filled rectifiers.

Resolution No. 450 of April 19, published in the *Argentine Official Gazette* on April 28 includes:

09.05.00.00	Vanilla.
27.10.07.99	Extension oils for the production of synthetic rubber.
28.42.02.06	Magnesium carbonate.
28.58.00.08	Zirconyl sulphate.
29.08.01.31	Anethole.
29.15.01.37	Esters of Adipic aid.
29.23.05.04	Esters and derivatives of 2-aminobenzoic acid.
39.02.04.04	Acrylic and methacrylic resins in cloth form (or granules).
73.29.00.99	Chain links for use in the manufacture of machines.

Resolution No. 451 of April 19, published in the *Argentine Official Gazette* on April 28 includes:

15.04.00.00	Sperm oil.
24.01.00.02	Oriental tobacco, Xhanti and Samos types of leaf form.
27.13.00.30	Microcrystalline waxes.
28.02.02.00	Sulphur colloidal.
28.38.00.16	Nickel sulphate.
70.19.00.00	Glass grains (ballotini) for the manufacture of luminous (reflectance) paint.

BARBADOS

Industrial Development (Export Industries) Act, 1963

THE BARBADOS GOVERNMENT is considering whether the following products should be declared 'approved export products' for the purpose of the above Act: Metal coils and springs.

Approved export manufacturers of these products will enjoy income-tax relief, duty-free imports of building materials, plant, machinery, raw materials etc., and other concessions

Applications for approved status are processed by the Barbados Industrial Development Corporation, P.O. Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, P.O. Box 676c, Bridgetown, Barbados.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2627).

TRINIDAD AND TOBAGO

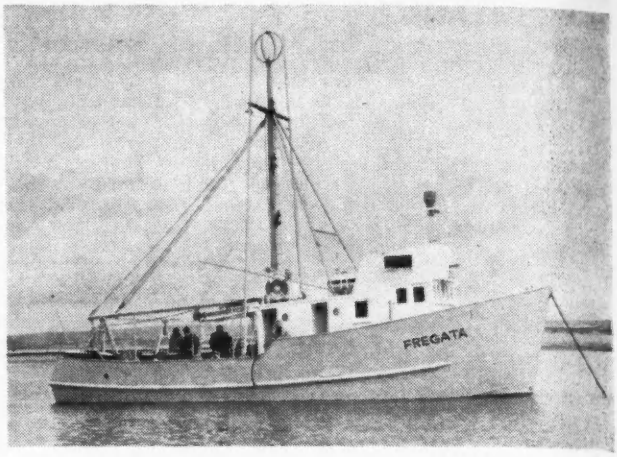
Import licensing arrangements

THE LIST OF EXCEPTIONS to the Trinidad and Tobago Open General Licence has been further amended by the addition of the following new item:

699 – 17.02 Razor blades.

The Trinidad and Tobago Ministry of Industry and Commerce has also announced that it is proposed to allocate quotas for the importation of the above-mentioned item.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).



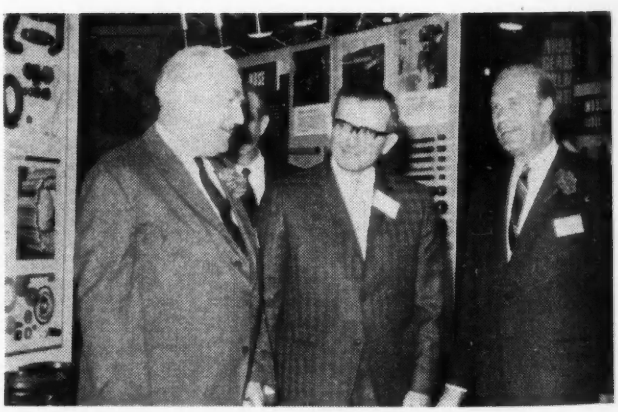
The combined fishing and training vessel 'Fregata', 56-ft. long, which has just been completed by the Bideford Shipyard Limited, Bideford, for the United Nations Sea Food Project in the Caribbean. She will be registered at Willemstad, Curacao.

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Trinidad and Tobago Open General Licence has been further amended by the addition of the following new items:

629-01.016	Inner tubes for motor cars
629-01.027	Inner tubes (giant) for lorries (trucks), trailers, buses and vans
629-01.072	Outer casings (tyres) for motor cars
629-01.083	Outer casings (tyres) (giant) – including flaps – for lorries (trucks), trailers, buses and vans
629-01.149	Outer casings (tyres), used or recapped, including flaps. (Used outer casings imported for use in the country or for the purpose of recapping or retreading, whether or not the article is intended for use in the country or for subsequent exportation.)

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).



During the British Industrial Fair held in Toronto, from May 1 to 5, the Canadian Minister of Trade and Commerce visited the Dunlop stand and examined the industrial products exhibited. Dunlop report considerable interest in their products and many serious inquiries from Canadian industrial buyers. Pictured on the stand are (left to right): Mr. Peter C. Allen, chairman of the British Industrial Fair; Mr. G. F. Plummer, president of Dunlop Canada Limited; and the Hon. Robert H. Winters, Canadian Minister of Trade and Commerce.

Labelling of hazardous substances

THE REGULATIONS under the United States Federal Hazardous Substances Act have been amended with effect from May 4, 1967, by adding a new sub-paragraph as follows:

Hollow plastic toys containing mineral oil are exempt from the labelling requirements of Section 191.7 (b) (3) (ii) of the Act, provided that:

(i) The article contains no other ingredient and is not otherwise hazardous under the provisions of the Act.
(ii) The article contains not more than 6 fluid ounces of mineral oil.
(iii) The mineral oil has a viscosity of at least 70 s.u.s. at 100°F.
(iv) The mineral oil meets the specifications in the N.F. for light liquid petrolatum.
(v) The container bears the statement 'CAUTION – Contains light liquid petrolatum N.F. Discard if broken or leak develops.'

Inquiries regarding this notice should be addressed to United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877,

This consignment of 27 Hydrovane rotary air compressors, shown here being loaded at London Airport, has been air-freighted to Canada by The Hymatic Engineering Co. of Redditch, Worcs. Air-freight is economical in this case because only the bare compressor unit is shipped, to be made up into compressor sets by Holman Bros. (Canada) Ltd. Hymatic are selling to Holman Bros. (Canada) Ltd. on a 'piggy-back' arrangement in the North American market. Holman-Hydrovane compressors are already in service in Canada and a further 200 will be shipped there in 1967.

A mission representing the Prairie Provinces of Canada recently visited Crompton Parkinson's new instrument factory at Witham. The mission, arranged by BEAMA, saw the latest type of instrument – Hi-Q Pivotless – being produced. This new range has been patented in all the principal countries of the world and is expected to add considerably to Crompton Parkinson's already extensive overseas sales.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page viii of this issue.

CANADA

an expanding market

British goods and British businessmen are welcome in Canada but the wise exporter will realise that he must have the benefit of expert local knowledge before embarking upon competitive selling.
This is where we can help.
Our Business Development Department at the Main London Office knows the facts, has the figures and will be glad to assist you; simply get in touch with one of our Business Development Officers who will be pleased to deal with your enquiry.

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* *Squares*
* *Wooden or plastic French curves*
* *Pencils*
* *Fountain-pen ink*
* *Gum arabic, etc.*

Wholesale exports only
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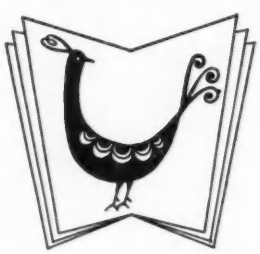

Cartimex

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For urgent information apply to the Romanian Commercial Office 26, Cadogan Square, London, S.W.1.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.
Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.
Replies to Box Numbers should be addressed to: Box No.— Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel. Simonswood 2157 (6 lines).

FOR SALE—10,000 gross KHAKI PLASTIC BUTTONS with metal shanks, 30 ligne, ex-Government. Low price. S. G. Young, 154, Blackfriars Road, S.E.1. Tel. WATerloo 3131.

INDUSTRIAL CLOTHES LOCKERS for New Factories. Compact, double banked and back to back steel clothes lockers, each approximately 54in. x 170 sq. ins. Assembled in units of 6, 12 or 16 with in-built ventilation ducting which can be coupled to a ducted warm air system. Box M.11188.

EXPORTERS' TRANSLATION SERVICE, 93 Lichfield Court, Richmond, Surrey. Telephone: RIC 4729. EAST-EUROPEAN AND FAR-EASTERN LANGUAGES served.

WODEN TRANSFORMERS LTD. are showing at the HARTLEPOOL INDUSTRIAL EXHIBITION, July 18-22. This could be your time and place for new business. All inquiries to the Industrial Development Officer, Municipal Buildings, Hartlepool. Tel. 2161.

AVAILABLE NOW. Young dynamic Export Executive seeks challenging position. Excellent worldwide contacts, intimate working knowledge USA, EEC, EFTA, Middle East and Africa. Fluent French/German. Would consider relocation USA or Europe. Box S.6531.

YOUNG CEYLONESE with many business contacts in India, Ceylon and Malaya wishes to help British exports in those countries. It's not what you know, it's whom you know "East of Suez". Contact Chitty, 6 Hemstal Road, N.W.6.

FOR SALE – 20,000 BRUSHES, BH 0384, Polsten, 20 MM, MG. C. B. Metals, 61 Church Road, Bexleyheath, Kent.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes, expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel: EDMonton 2150.

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Index to statistics

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	Last published
Air transport:	
Activity at UK aerodromes (M)	5 May 1967
Aircraft noise at Heathrow Airport (Q)	24 Mar. 1967
Mileage and traffic (M)	This week
Trade by air (6-M)	14 April 1967
Balance of payments (Q)	24 Mar. 1967
Bankruptcy orders (Q)	5 May 1967
Business names registered (A)	10 Feb. 1967
Capital expenditure:	
By industry (Q)	14 April 1967
Distributive and service trades (A)	30 Dec. 1966
Industry's investment intentions (3 times a year)	27 Jan. 1967
Catering trades turnover (M)	This week
Chemical industries production (6-M)	This week
Companies:	
Incomes and finance (Q)	5 May 1967
New companies registered:	
Gt. Britain (M)	5 May 1967
N. Ireland (M)	12 May 1967
Credit:	
Instalment credit business (M)	12 May 1967
International trade credit (A)	17 June 1966
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 April 1967
Production, exports and orders (M)	28 April 1967
ECGD business (Q)	10 Feb. 1967
Film industry:	
British Film Fund Agency returns (M)	28 April 1967
Cinema admissions and takings (M)	This week
Overseas payments and earnings (A)	6 Jan. 1967
Registrations of films (A)	27 Jan. 1967
Trends in film-going (A)	9 Sept. 1966
Food:	
Consumption levels (A)	26 Aug. 1966
Household consumption (Q)	27 Jan. 1967
Footwear industry orders (M)	This week
Foreign trade:	
Commonwealth trade (A)	1 July 1966
Sterling area trade summary (Q)	12 May 1967
Trends in exports of manufactures (A)	18 Nov. 1966
World trade and production (Q)	This week
Foreign trade of the UK:	
Unit value and volume index nos. (M)	5 May 1967
Value of overseas trade (M)	This week
Gold and convertible currency reserves (M)	5 May 1967
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of HP companies (Q)	This week
Business (M)	12 May 1967
Industrial building provisional figures (Q)	28 April 1967
Industrial production:	
Index nos. (M)	28 April 1967
N. Ireland index (M)	12 May 1967
Insurance companies:	
Assets (A)	1 July 1966
Transactions (Q)	31 Mar. 1967
Investment and earnings overseas (A)	10 June 1966
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (M)	This week
Man-made fibres:	
Analysis of production (A)	7 April 1967
Analysis of production (Q)	7 April 1967
Deliveries (Q)	5 May 1967
Production (M)	5 May 1967
Motor industry:	
Car and commercial vehicle production (M)	28 April 1967
Motor trades turnover (M)	5 May 1967
Nationalized industries overdrafts (M)	5 May 1967
Partnerships registered (A)	10 Feb. 1967
Pension funds:	
Assets (A)	1 July 1966
Transactions (Q)	3 Mar. 1967
Retail prices index (M)	28 April 1967
Retail trade:	
Index nos. (M)	12 May 1967
N. Ireland index (M)	12 May 1967
Royalty transactions (A)	29 July 1966
Shipping movement at UK ports (M)	This week
Stocks:	
Distributive and service trades (A)	30 Dec. 1966
Manufacturers', wholesalers' and distributors' (Q)	14 April 1967
Retail (M)	12 May 1967
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textile orders and deliveries (M)	28 April 1967
Cotton production (M)	28 April 1967
Wholesale houses sales (M)	This week
Wool exports (Q)	24 Feb. 1967
Wool output (M)	28 April 1967
Tourism:	
International tourism (A)	16 Sept. 1966
UK tourist traffic (M)	21 April 1967
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	12 May 1967

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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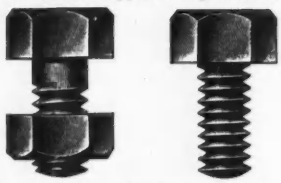

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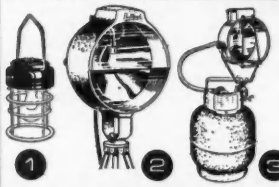

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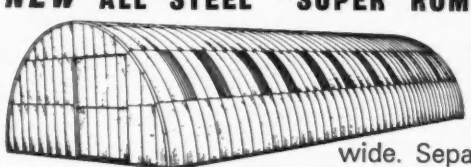

35ft. span. 17ft. 6ins. high to centre. Any length in multiples of 8ft. Large sliding doors 12ft. high x 10ft. 8ins. wide. Separate access doors. As supplied to Contractors – Government Departments – Port Authorities – etc. throughout the world.

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British commercial representatives overseas

VISITORS TRAVELLING OVERSEAS on export business are recommended to call on British commercial officers in the countries they visit *and should telephone the Embassy or Consulate on arrival and fix an appointment so that they are seen as soon as possible by the officer concerned.* The commercial officers can be of considerable assistance to British business visitors, and prior notice of a visit given to Export Services Branch will enable them to prepare in advance information required by a visitor and often to arrange appointments for him. The following list gives the names and addresses of officers in charge of commercial work.

'HINTS TO BUSINESS MEN' booklets are available for most of the countries listed below. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office or from Export Services Branch (Tel. City 5757, Ext. 7146) (Telex 25977).

THIS LIST is prepared by Export Services Branch of the Board of Trade and published *quarterly* in the *Board of Trade Journal.* Inquiries relating to the list should be made to Export Services Branch at the address given below (Tel. City 5757, Ext. 463).

ADEN – Mr. R. K. Hamilton, British Commercial Secretary, 11 Fikree Buildings, Tawahi, ADEN. ('Highcoma, Aden'.) (Tel. 23650.) (Postal address: P.O. Box 5136, Maala, Aden.)

AFGHANISTAN – Mr. G. F. Rance, Second Secretary (Commercial), British Embassy, Karte Parwan, KABUL. (Tel. 20512, 24856, 24956.)

ALGERIA – Mr. R. C. Robinson, M.B.E., The Swiss Embassy, British Interests Section, Edifice Cassiopée, Bâtiment B, 7 Chemin des Glycines, ALGIERS. (Tel. 60.56.01-04.) (Telex 29-91872 a/b Prodrom Alger.)

ANGOLA (Portuguese West Africa) – Mr. C. C. B. Stewart, C.M.G., Consul-General, British Consulate-General, Rua Diego Cao No. 4, Caixa Postal No. 1244, LUANDA. (Tel. 2487.)

ARGENTINA – Mr. T. W. Keeble, H.M. Minister (Commercial), British Embassy, Sarmiento 443, 6°, BUENOS AIRES. (Postal address: Casilla 2050, Buenos Aires.) (Tel. 49-6681/7) (Telex 201-1666 a/b Prodroba.)

AUSTRIA – Mr. E. Sniders, M.B.E., Counsellor (Commercial), British Embassy, 40 Reisnerstrasse, 1030 VIENNA. (Tel. 73.15.-75/6/7.) (Telex 2053-13410 a/b Britemb.)

AUSTRALIA – Mr. J. S. Rooke, C.M.G., O.B.E., H.M. Minister (Commercial); Mr. S. C. Stout, Counsellor (Commercial), British High Commission, Commonwealth Avenue, CANBERRA, A.C.T. (Tel. 72211.) (Telex 29-AA62043 a/b AA62043.)

SYDNEY – Mr. M. J. Marshall, C.M.G. Deputy High Commissioner, British High Commission, Goldfields House, 1 Alfred Street, Sydney, N.S.W. (Tel. 27-7521.)

MELBOURNE – Mr. D. G. Stewart-Smith, Deputy High Commissioner, British High Commission, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, C.I. (Tel. 67-7254, 67-8601 (9 lines).)

BRISBANE – Mr. H. F. Bartlett, O.B.E., Deputy High Commissioner, British High Commission, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane. (Tel. 2-2307/8/9.)

PERTH – Mr. B. A. F. Pennock, Deputy High Commissioner, British High Commission, ANZ House, 7th Floor, 84 St. George's Terrace, Perth, Western Australia. (Tel. 21-5120 and 21-5128/9.)

ADELAIDE – Mr. L. A. C. Newns, Deputy High Commissioner, British High Commission, 4th Floor, F.C.A. Building, 15 Franklin Street, Adelaide. (Tel. 51-2291.)

BAHAMAS – Mr. S. J. Towlson, British Trade Commissioner, British Trade Commission, E. D. Sassoon Building, Parliament Street, P.O. Box 4600, NASSAU, New Providence, Bahamas. ('Tradcom, Bahamas.') (Tel. 94003.)

BAHRAIN – Mr. J. H. Turner, Commercial Secretary, H.M. Political Agency, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, MANAMA. (Postal address: P.O. Box 114, Bahrain.) ('Political, Bahrain.') (Tel. Manama (Bahrain) 3597.)

BARBADOS – Mr. A. G. Elgar, O.B.E., Deputy High Commissioner, British High Commission, Barclays Bank Building, Roebuck Street, P.O. Box 676c, BRIDGETOWN, Barbados. (Tel. 3525.) (Telex 29-219 a/b Ukrep, BRI.)

BELGIUM – Mr. J. R. Wraight, C.M.G., O.B.E., Counsellor (Commercial), British Embassy, Britannia House, 28 Rue Joseph II, BRUSSELS 4. (Tel. 19.11.65.) (Telex 2026-23462 a/b Prodrome Brusls.)

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757) (Telex 25977).** A great deal of overseas commercial information is on record and can be supplied immediately.

BOLIVIA – Mr. J. K. E. Broadley, First Secretary (Commercial), British Embassy, Avenida Arce 2740, Casilla 694, LA PAZ. (Tel. 29403.) (Telex 201-LPZ5228 a/b Prodrome La Paz.)

BOTSWANA – Mr. H. Arthington-Davy, O.B.E., First Secretary, British High Commission, Private Bag 23, GABERONES. (Tel. 483/5.)

TELEGRAPHIC ADDRESSES unless otherwise stated:

Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

BRAZIL – Mr. C. T. Gandy, H.M. Minister (Commercial), British Embassy, Praia do Flamengo 284-2° Andar, RIO DE JANEIRO. (Postal address: Caixa Postal 669-ZC-00.) (Tel. 25-7252.) (Telex 201-337 a/b Prodrome Rio.)

SAO PAULO – Mr. W. J. M. Paterson, C.M.G., Consul-General, British Consulate-General, Avenida Paulista 1938 (17 Andar), SAO PAULO. (Postal address: Caixa Postal 846.) (Tel. 35-4131.)

BULGARIA – Mr. G. W. Burnett, Second Secretary (Commercial), British Embassy, Boulevard Marshal Tolbukhin 65-67, SOFIA. (Tel. 85361/2.)

BURMA – Mr. L. E. Bagshawe, First Secretary (Commercial), British Embassy, 80 Strand Road, P.O. Box 638, RANGOON. (Tel. 15700.)

CAMBODIA – Mr. P. Murphy, First Secretary (Commercial), British Embassy, 96 Moha Vitmei Preah Bat Norodom, P.O. Box 150, PHNOM PENH. (Tel. 3974/5.)

CAMEROON – Mr. T. Empson, First Secretary, Head of Chancery and Consul, British Embassy, Avenue Joseph Clerc, Boite Postale 547, YAOUNDÉ. (Tel. 3192.) (Telex 201-400 a/b Prdrome YDE.)

BUEA – Mr. N. Morton, Consul, British Consulate, 'Castella', P.O. Box 68, BUEA. (Tel. Buea 623.)

[NOTE: The British Embassy at Yaoundé deals with matters relating to Government Departments and firms in Yaoundé. The British Consulate at Buea deals with all other commercial matters.]

CANADA – Mr. T. E. Rogers, C.M.G., M.B.E., H.M. Minister (Commercial); Mr. R. W. Gray, Counsellor (Commercial), British High Commission, 80 Elgin Street, OTTAWA 4, Ontario. (Tel. 237-1530.) (Telex 206-013266 a/b Ukrep, Ottawa.)

MONTREAL – Mr. A. Heckle, C.M.G. The Principal British Trade Commissioner, British Trade Commission, 635 Dorchester Boulevard West, Montreal, 2, P.Q. (Tel. 866-5863.) (Telex 206-01-26437 a/b Ukrep Montreal.)

TORONTO – Mr. G. H. S. Jackson, C.M.G., The Principal British Trade Commissioner, British Trade Commission, 8th Floor, 200 University Avenue, Toronto 1, Ont. (Tel. 362-1223.) (Telex 206-02-29060 a/b Britweek, Toronto.)

VANCOUVER – Mr. N. S. Belam, The Principal British Trade Commissioner, British Trade Commission, 4th Floor, Bank of Nova Scotia Building, 602 W. Hastings Street, Vancouver, 2, B.C. (Tel. 683-4421.) (Telex 206-045481 a/b Ukrep, Vancouver.)

CANADA, *continued*

WINNIPEG – Mr. J. W. S. Corbett, D.S.O., British Trade Commissioner, British Trade Commission, 4th Floor, Monarch Life Building, 333 Broadway Avenue, Winnipeg, 1, Man. (Tel. 942-3151.) (Telex 206-035465 a/b Ukrep, Winnipeg.)

EDMONTON – Mr. J. D. G. Walker-Brash, British Regional Information Officer, British Government Office, Suite 600, Bank of Montreal Building, Jasper Avenue, Edmonton, Alberta. (Tel. 424-0481.) (Telex 206-037-2421 a/b Ukrep, EDM.)

REGINA – Mr. H. W. Sturdy, British Trade Commissioner, British Trade Commission, 207 Derrick Building, 2431-11th Avenue, Regina, Sask. (Tel. 527-6459; 527-6350.)

ATLANTIC PROVINCES – Mr. L. Cox, British Trade Commissioner for the Atlantic Provinces, British Trade Commission, 10th Floor, Centennial Building, 1645 Granville Street, Halifax, Nova Scotia. (Tel. 422-7488.) (Telex 206-014-42634 a/b Ukrep, HFX.)

QUEBEC CITY – Mr. D. A. Wehl, O.B.E., British Regional Information Officer, British Government Office, 100 D'Youville Square, Quebec City. (Tel. 525-5187.) (Telex 206-011246 a/b Ukrep, QBC.)

CEYLON – Mr. J. M. Dutton, Deputy High Commissioner and Counsellor (Commercial), British High Commission, P.O. Box 1433, Galle Road, Kollupitiya, COLOMBO 3. (Tel. 5357-9 and 7298-9.) (Telex 201-101 a/b Ukrep, Colombo.)

CHILE – Mr. H. T. Kennedy, O.B.E., First Secretary (Commercial), British Embassy, P.O. Box 72-D, Bandera 227, SANTIAGO. (Tel. 61151/5.) (Telex 201-SGO341 a/b Prodrome, Santiago.)

CHINA – Mr. T. Peters, Counsellor (Commercial), Office of the British Chargé d'Affaires, 5 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. (Tel. 55-3931/2/3/4.)

COLOMBIA – Mr. H. J. Wilmshurst, First Secretary (Commercial) and Consul, British Embassy, Carrera 10, No. 19-65, 7° Piso, BOGOTA, (Airmail address: Apartado Aéreo 4508, Bogota.) (Tel. 411051.) (Telex 201-044503 a/b Prodrome, Bogota.)

CONGO, DEMOCRATIC REPUBLIC OF – Mr. H. C. White, First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Beernaert, 5th Floor, Building Credit Congolaise, P.O. Box 8049, KINSHASA. (Tel. 3484/5.)

LUBUMBASHI – Mr. W. N. Hugh-Jones, M.V.O., Consul, British Consulate, Boulevard Elisabeth 727, P.O. Box 973. (Tel. 2434.) (Telex 201-49 a/b Britain, EVL.)

COSTA RICA – Mr. H. Halliwell, First Secretary and Consul, British Embassy, Paseo Colon, 3202, Apartado 'U', SAN JOSÉ. (Tel. 21-58-16 and 21-56-88.) (Telex 201-CR169 a/b CR 169 Prodrom.)

CUBA – Mr. P. Heal, First Secretary (Commercial), British Embassy, Edificio Bolivar, 9° Piso, Capdevila 101-103 HAVANA. (Tel. 61-5681.) (Postal address (mail from overseas): British Embassy, Havana, P.O. Box 1229, Nassau, Bahamas.)

CYPRUS – Mr. E. R. Worsnop, First Secretary (Commercial), British High Commission, P.O. Box 1978, Alexander Pallis Street, NICOSIA. (Tel. 73131-5.)

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757) (Telex 25977).** A great deal of overseas commercial information is on record and can be supplied immediately.

CZECHOSLOVAKIA – Mr. J. F. Barrow, First Secretary (Commercial), British Embassy, Thunovska Ulice 14, Mala Strana, PRAGUE (Praha) 1. (Tel. 533347/9 and 533340.) (Telex 2055-Prague 511 a/b Prodrome Prague.)

DENMARK – Mr. G. Booth, Counsellor (Commercial), British Embassy, Kastelsvej 38-40, COPENHAGEN Ø. (Tel. Tria 6360.) (Telex 2051-2706 a/b Prodrome KH.)

[There is also an Honorary Vice-Consul in the FAROE ISLANDS at Thorshavn who will be glad to see British business visitors:
Mr. A. Mortensen, British Vice-Consul, The Quay, THORSHAVN, Faroe Islands. (Tel. Bryggjan 1690.)]

DOMINICAN REPUBLIC – Mr. G. C. Gullan, First Secretary and Consul, British Embassy, Apartado 1352, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 2-3128/9.) (Telex 201-3460075 a/b 3460075 Prodrome.)

ECUADOR – Mr. G. S. McWilliam, First Secretary (Commercial), British Embassy (opposite Hotel Quito), Gonzalez Suarez 111, QUITO. (Postal address: Casilla 314, Quito.) (Tel. 230070/3.)

GUAYAQUIL – Mr. T. G. Simon, Consul (Commercial), British Consulate, Edificio La Nacional (2° Piso), V. M. Rendón 120, GUAYAQUIL. (Tel. 15-392 and 15-243.) (Postal address: Casilla K, Guayaquil.)

EL SALVADOR – Mr. J. Hammond, First Secretary and Consul, British Embassy, 13a Avenida Norte (Continuacion) No. 611, Colonia Duenas, SAN SALVADOR. (Tel. 219667.) (Telex 201-3010233 a/b Prodsalv.) (*Postal address: Embajada Britanica, Apartado* 601, *San Salvador, El Salvador, Central America.*)

ETHIOPIA – Mr. F. W. W. Murray, M.B.E., First Secretary (Commercial), British Embassy, Premjee Building, Churchill Avenue, P.O. Box 858, ADDIS ABABA. (Tel. 11912.)

ERITREA – Mr. J. Bromley, M.V.O., Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie I, P.O. Box 254, ASMARA. (Tel. 10131/2.)

FINLAND – Mr. D. N. Royce, Counsellor (Commercial), British Embassy, Korkeavuorenkatu 34, HELSINKI 13. (Tel. 12574 and 632826.) (Telex 2059-121122 a/b Britform, HKI.)

FORMOSA – Mr. R. Brereton, Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel. 2.)

FRANCE – Mr. F. C. Everson, C.M.G., H.M. Minister (Economic), British Embassy, 35 Rue du Faubourg St. Honoré, PARIS 8e. (Tel. 265.27.10/5; 265.06.20/4.) (Telex 2022-20943 a/b Inform, Paris.)

BORDEAUX – Mr. D. G. Mitchell, M.B.E., Consul, British Consulate, 15 Cours de Verdun, 33, Bordeaux. (Tel. 52-28-35/6.)

LILLE – Mr. J. K. Blackwell, C.B.E., Consul-General, British Consulate-General, 60 Boulevard de la Liberté, Lille (Nord.) (Tel. 57.35.49 and 57.01.77.)

LYONS – Mr. J. F. Brewis, C.M.G., C.V.O., Consul-General, British Consulate-General, 24 Rue Childebert, Lyons (2e), Rhone. (Tel. 37.59.67/8.) (Telex 2022-33254 a/b Britain, Lyon.)

MARSEILLES – Mr. P. Murray, C.M.G., Consul-General, British Consulate-General, 24 Avenue du Prado, 13 Marseilles 6 (Bouches du Rhone.) (Tel. 37.68.54 and 37.66.95.) (Telex 2022-42307 a/b Britain, Marsl.)

STRASBOURG – Mr. J. S. A. Selwyn, O.B.E. Consul-General, British Consulate-General, 10 Rue du General de Castelnau, B.P. 42, Strasbourg (Bas Rhin). (Tel. 36.64.91.) (Telex 2022-87995 a/b Bristra, Strbg.)

GAMBIA – Mr. D. Higgins, Second Secretary, British High Commission, 78 Wellington Street, P.O. Box 507, BATHURST. (Tel. 244/6.)

GERMANY – Mr. S. L. Edwards, H.M. Minister (Economic), British Embassy, Friedrich-Ebert Allee 77, 5300 BONN. (Tel. Bonn 222021.) (Telex 203-886887 a/b 886887 Brinf D.)

BERLIN – Mr. A. D. Mitchell, Consul (Commercial), British Consulate General, Uhlandstrasse 7-8, 1000 Berlin 12. (Tel. 935293-6.)

DUSSELDORF – Mr. R. H. Link, Consul (Commercial), British Consulate-General, Cecilienallee 14 and 16, 4000 Dusseldorf. (Tel. 434281-5.) (Telex 203-8-584855 a/b Comb. D.)

FRANKFURT – Mr. J. D. Lewis, Consul (Commercial), British Consulate-General, Zeppelinallee 47, 6000 Frankfurt/Main. (Tel. 773251-5.)

HAMBURG – Mr. K. W. Chesterman, Consul (Commercial), British Consulate-General, Harvestehuderweg 8a, 2000 Hamburg. (Tel. 451351-5.) (Telex 203-213562 a/b BRHBGHD.)

MUNICH – Mr. K. J. Green, Consul (Commercial), British Consulate-General, Akademiestrasse 7-9, 8000 Munich. (Tel. 348094/5.)

STUTTGART – Mr. R. K. Robertson, Consul (Commercial), British Consulate-General, Konigstrasse 45, 7000 Stuttgart. (Tel. 293216/8.)

GHANA – Mr. A. H. Birch, O.B.E., Counsellor (Economic and Commercial), British High Commission, Barclays Bank Building, High Street, P.O. Box 296, ACCRA. (Tel. 64651.) (Telex 201-239 a/b Ukrep, Accra.) (The P.O. Box number must be used for all correspondence.)

GREECE – Mr. J. C. Petersen, Counsellor (Commercial), British Embassy, Gennadiou 4, ATHENS, 140. (Tel. 710621/2/3.) (Telex 201-378 a/b Britform Athinai.)

SALONIKA – Mr. J. E. R. Little, O.B.E., Consul-General, British Consulate-General, P.O. Box 332, 11 King Constantine Avenue. (Tel. 77982 and 78006.)

GUATEMALA – Mr. F. S. Trew, Consul, British Consulate, 11 Calle No. 3-27, P.O. Box 8, GUATEMALA CITY. (Tel. 24-6-04, 27-3-05 & 21-4-63.)

GUYANA – Mr. M. D. W. McCann, M.B.E., First Secretary (Commercial), British High Commission, 44 Main Street. P.O. Box 625, GEORGETOWN. (Tel. 2881/3.)

HONDURAS – Mr. H. Gilmartin, First Secretary and Consul, British Embassy, Apartado 290, Avenida La Paz, TEGUCIGALPA. (Tel. 2-0479/80.)

HONG KONG – Mr. M. P. V. Hannam, Principal British Trade Commissioner, P.O. Box 528, 707 Shell House, Queen's Road Central, HONG KONG. ('Uktrade, Hong Kong.') (Tel. 230176-8.)

HUNGARY – Mr. H. J. Bowe, First Secretary (Commercial), British Embassy, Harmincad Utca 6, BUDAPEST V. (Tel. 182-880.) (Telex 2048-0270 a/b Prodrome BPEST.)

ICELAND – Mr. C. Spearman, First Secretary, British Embassy, Laufasvegur 49, REYKJAVIK. (Tel. 15883/4.)

INDIA – Mr. J. A. Turpin, C.M.G., H.M. Minister (Economic and Commercial); Mr. G. L. Simmons, Counsellor (Commercial); British High Commission in India, Chanakyapuri, NEW DELHI 21. (Tel. 70371.)

CALCUTTA – Mr. J. N. McKelvie, Counsellor (Commercial), Office of the British Deputy High Commissioner, 1 Harrington Street, Calcutta, 16. (Tel. 44-5171.)

BOMBAY – Mr. J. H. Fawcett, First Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Fort, Bombay, 1. (Tel. 255391-6.)

MADRAS – Mr. M. W. R. Mustoe, Second Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 1575, Library Authority Building, 150A Mount Road, Madras, 2. (Tel. 23941-4.)

INDONESIA – Mr. I. A. C. Kinnear, First Secretary (Commercial), British Embassy, Dialan Iman Bondjol No. 2, DJAKARTA. (Tel. 45.867.)

IRAN – Mr. P. Wilkinson, Counsellor (Commercial), British Embassy, Avenue Ferdousi, TEHRAN. (Tel. 45011/4.)

IRAQ – Mr. I. F. S. Vincent, C.M.G., M.B.E., Counsellor (Commercial), British Embassy, Sharia Salah Ud-Din, Karkh, BAGHDAD. (Tel. 32121.)

BASRA – Mr. J. E. Lowe, M.V.O., M.B.E., Consul-General, British Consulate-General, River Front, Ashar, P.O. Box 6, Basra. (Tel. 4251/2/3.)

IRISH REPUBLIC – Mr. G. Miles, First Secretary (Commercial), British Embassy, 39 Merrion Square, DUBLIN. 2. (Tel. 65678/9.) (Telex 2027-5296 a/b Ukrep, Dublin.)

ISRAEL – Mr. G. B. Chalmers, First Secretary (Commercial), British Embassy, 3 Rehov Rembrandt, TEL AVIV. (Tel. 244111-3.)

ITALY – Mr. J. A. Ford, C.M.G., M.C., Counsellor (Commercial), British Embassy, Villa Wolkonsky, Via Conte Rosso, 25, ROME. (Tel. 776551-6.) (Telex 2023-61049 a/b 61049 Prodrome.)

MILAN – Mr. W. Sharpe, O.B.E., Consul (Commercial), British Consulate-General, Via F.lli Gabba 1/a. (Tel. 862.490 and 862.492.) (Telex 2023-31528 a/b 31528 Britain.)

BARI – Mr. M. W. P. Cronly-Dillon, Consul (Commercial), British Consulate, Corso Vittoria Emanuele 147, (Tel. 211.504.)

FLORENCE – Mr. C. M. Pirie-Gordon, O.B.E., Consul, British Consulate, Palazzo Castelbarco, Lungarno Corsini 2. (Tel. 272594 and 284133 – protem. 263556 (due to floods.))

GENOA – Mr. H. Blackstone, M.B.E., Vice-Consul (Commercial), British Consulate-General, Via Fieschi 8-12. (Tel. 564.833-5.)

NAPLES – Mr. D. McFarlane, C.B.E., Consul-General, British Consulate-General, Via Francesco Crispi, 122. (Tel. 303.883, 308.320 and 382.482.)

PALERMO – Mr. J. M. Leadbitter, O.B.E., Consul, Brttish Consulate, Palazzo Vassallo, Via Marchese di Villabianca 9. (Tel. 253364-6.)

TURIN – Mr. J. J. Sinclair, Consul, British Consulate, Via Bogino 31. (Tel 546908.)

VENICE – Mr. W. Hickson, Consul, British Consulate, P.O. Box No. 469, Accademia 1051, Dorsoduro. (Tel. 27408 and 27207.)

TELEGRAPHIC ADDRESSES unless otherwise stated:

Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

IVORY COAST – Mr. W. H. Lamport, Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN. (Postal address: Boite Postale 2581, Abidjan.) (Tel. 266-15 and 266-16.) (Telex 201-706 a/b Prodrome Abidjan.)

JAMAICA – Mr. M. E. Browne, Senior Commercial Secretary, British High Commission, P.O. Box 393, Barclays Bank Building, King Street, KINGSTON, Jamaica. ('Britcom, Kingston.') (Tel. 22461/3.) (Telex 29-JA10 a/b Ukrep, Kingston.)

JAPAN – Mr. H. A. H. Cortazzi, Counsellor (Commercial), British Embassy, 1 Ichibancho, Chivoda-ku, TOKYO. (Tel. 261-5551.)

OSAKA – Mr. J. L. W. Hobbs, Consul (Commercial), British Consulate-General, Hongkong Bank Building, 45 Awajicho, 4-chome, Higashi-ku. (Tel. 231-3355/7.)

JORDAN – Mr. G. W. Hopcroft, First Secretary (Commercial), Commercial Section, British Embassy, King Hussein Street, P.O. Box 6062, AMMAN. (Tel. 37374/5.)

KENYA – Mr. J. L. Beaven, First Secretary (Commercial), British High Commission in Kenya, P.O. Box 30133, Ground Floor, Cotts House, Warbera Street, NAIROBI. (Tel. 28791.) (Telex 201-20219 a/b Ukrep, Nairobi.)

KOREA – Mr. G. T. P. Marshall, Second Secretary (Commercial), British Embassy, No. 4 Chong Dong, Sudabi Con, SEOUL. (Tel. 220041/2.)

KUWAIT – Mr. B. L. Strachan, First Secretary (Commercial), British Embassy, Burgan House, Fahades Salem Street, P.O. Box No. 300, KUWAIT. (Tel. 39221/2.)

LAOS – Mr. H. D. A. C. Miers, First Secretary (Commercial), British Embassy, Rue J. Nehru, P.O. Box 224, VIENTAINE. (Tel. 2333 and 2374.)

LEBANON – Mr. M. B. Eaden, First Secretary (Commercial), British Embassy, Avenue de Paris, Ras Beirut, BEIRUT. (Tel. 221550-3, 225615, 232195.)

LESOTHO – Mr. J. M. Brown, Deputy High Commissioner, British High Commission, P.O. Box 521, MASERU. (Tel. 2561.) (Telex 201-2MS Maseru a/b 2MS Highcom.)

LIBERIA – Mr. E. R. C. Holland, First Secretary (Commercial) and Consul British Embassy, P.O. Box 120, 'Mamba Point', MONROVIA. (Tel. 21055, 21107.) (Telex 201-216 a/b Prodrome MVIA.)

LIBYA – TRIPOLITANIA and LIBYA as a whole: Mr. J. E. Reeve, First Secretary (Commercial), British Embassy in Libya, 30 Sciara Adrian Pelt, TRIPOLI, Libya. (For correspondence: Commercial Section, British Embassy, British Forces Post Office No. 57.) (Tel. 31191.) For CYRENAICA only: Mr. C. Dyer, Second Secretary, British Embassy in Libya, Sharia Omar Scennib 15-19, BENGHAZI. (For correspondence: Commercial Section, British Embassy, British Forces Post Office, No. 55.) (Tel. 2118/2119/2120.)

LUXEMBOURG – Mr. J. R. Wraight, C.M.G., Counsellor (Commercial), British Embassy, 16 Boulevard F. D. Roosevelt, LUXEMBOURG. (Tel. 233-44, 237-34, 286-66.) (Telex 2058-443 a/b Prodrome Lux.)

MACAO – Mr. N. Ions, Consul, British Consulate, 52 Avenida Republica, P.O. Box 44, MACAO. (Tel. 2978 or 3181.)

MADEIRA – Mr. G. Blandy, Hon. British Consul, British Consulate, 5, Avenida Dr. Manuel d'Arriaga, FUNCHAL. (Tel. 21221.)

MALAGASY REPUBLIC (MADAGASGAR) – Mr. M. J. M. Pitchen, Commercial Attaché, British Embassy, 41 Rue Choiseul, Boite Postale 167, TANANARIVE. (Tel. 206-50.) (Telex 201-226 a/b Prodrome TANNA.)

MALAWI – Mr. R. W. Howell, Second Secretary (Commercial), British High Commission, P.O. Box 479, Victoria Avenue, Fotheringham Road, BLANTYRE. (Tel. 8456.)

MALAYSIA – Mr. L. E. M. Taylor, Counsellor (Commercial); Mr. E. S. E. Newbold, First Secretary (Commercial), British High Commission in Malaysia, P.O. Box 577, 3rd Floor, Police Co-operative Building, 1, Jalan Suleiman, KUALA LUMPUR. (Tel. 81901/10.) (Telex 201-275 a/b UKIMFR KL.)

JESSELTON – Mr. H. B. Herring, Second Secretary (Commercial) Office of the British Deputy High Commissioner in Eastern Malaysia, P.O. Box 824, 5th Floor, Wing on Life Assurance Building, Chester Street, Jesselton, Sabah. (Tel. 4424, 4456/7.) (Telex 201-209 a/b Ukrep, JSN.)

KUCHING – Mr. T. Duffy, First Secretary (Commercial), Office of the British Deputy High Commissioner in Eastern Malaysia (Kuching), Overseas Chinese Bank Building, Khoo Hun Yeang Street, Kuching, Sarawak. (Tel. 3373/4.) (Telex 201-201 a/b Ukrep, KUCHING.)

MALTA – Mr. A. J. Salmon, First Secretary (Commercial), British High Commission, 7 St. Anne Street, FLORIANA. (Tel. Central 21285/6/7.) (Telex 201-249 a/b Ukrep, Malta.)

MEXICO – Mr. J. S. Chick, First Secretary (Commercial), British Embassy, Lerma 71, Cuauhtemoc, P.O. Box 96 Bis., MEXICO CITY 5 D.F. (Tel 11.48.80.85.) (Telex 29-0177894 a/b Prodrome, Mex.)

MOZAMBIQUE (Portuguese East Africa – Mr. H. J. Downing, Consul-General, British Consulate-General, 310 Avenida Augusto do Castilho, P.O. Box 55, LOURENCO MARQUES. (Tel. 6011/2.)

MONGOLIA – Mr. R. Heath Mason, C.M.G., O.B.E., H.M. Ambassador, British Embassy, P.O. Box No. 703, ULAN BATOR, The People's Republic of Mongolia. (Tel. 70531.)

MOROCCO

RABAT – Mr. R. G. Giddens, First Secretary (Commercial), British Embassy, 28 bis Avenue Allal ben Abdullah, Boite Postale 45, Rabat. (Tel. 20905/6; 31403/4 and 32996.) (Telex 29-31022 a/b Prodrome Rabat.)

CASABLANCA – Mr. P. M. Johnston, C.B.E., Consul-General, British Consulate-General, 60 Boulevard d'Anfa, Boite Postale 762, Casablanca. (Tel. 614.40/1.)

IMPORTANT

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MOROCCO, *continued*

TANGIER – Mr. J. G. W. Ramage, Consul-General, British Consulate-General, B.P. 2033 (Socco), 52 Rue d'Angleterre, Tangier. (Tel. 15895-7.)

MUSCAT and OMAN – Mr. D. Pragnell, Vice-Consul, British Consulate-General, (Tel. 271.)

NEPAL – Mr. G. F. Kinnear, First Secretary and Consul, British Embassy, Lain Chaur, P.O. Box No. 106, KATMANDU. (Tel. 11081, 11588/9.)

NETHERLANDS – Mr. G. L. Pearson, M.C., Counsellor (Commercial), British Embassy, Lange Voorhout 32, THE HAGUE. (Tel. 182660-4.) (Telex 2021-31600 a/b Prodrome Hague.)

AMSTERDAM – Mr. R. G. Dundas, C.B.E., Consul-General, British Consulate-General, Herengracht 460. (Tel. 233229 and 233490.)

ROTTERDAM – Mr. J. O. May, C.B.E., Consul-General, British Consulate-General, Parklaan 18. (Tel. 131555 and 138762.)

NEW ZEALAND – Mr. J. L. Reading, C.M.G., Counsellor (Commercial); Mr. C. McLean, M.B.E., First Secretary (Commercial), British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, WELLINGTON, C.1. (Tel. 46-060.) (Telex 2607-NZ3325 a/b NZ3325.)

AUCKLAND – Mr. C. E. Dymond, C.B.E., Counsellor (Commercial), British High Commission, 9th Floor, Norwich Union Building, Queen Street, Auckland, C.1. (Postal address: Private Bag, Auckland, C.1.) (Tel. 42-833 and 49-646.)

CHRISTCHURCH – Mr. J. R. Bolton, First Secretary (Commercial), British High Commission, P.O. Box 1762, 112 Hereford Street, Christchurch. ('Tradcom, Christchurch.') (Tel. 30-143.)

NICARAGUA – Mr. R. S. Ford, First Secretary and Consul, British Embassy, 3rd Floor, Bank of London and Montreal, Avenida Roosevelt, 208, MANAGUA, D.N. (Postal address: Apartado 13, Managua, D.N., Nicaragua.) (Tel. 5301/2.)

NIGERIA – Mr. L. P. F. L'Estrange, O.B.E., Counsellor (Commercial); Mr. M. Z. Wasilewski, First Secretary (Commercial); British High Commission in Nigeria, Kajola House, 62-64 Campbell Street, Lagos. (Postal address: Private Mail Bag 2060, G.P.O., Lagos, Nigeria.) (Tel. 26441.) (Telex 201-247 a/b Ukrep, Lagos.)

ENUGU – Mr. C. W. S. Dexter, Second Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 357, Garden Avenue, Enugu. (Tel. 3216.)

KADUNA – Mr. H. A. Rogers, Second Secretary, (Commercial), Office of the British Deputy, High Commissioner, United Bank of Africa, Hospital Road, Kaduna. (Postal address: Private Mail Bag 2096.) (Tel. 2573/5.)

NORWAY – Mr. C. G. Harris, C.M.G., Counsellor (Commercial), British Embassy, Thomas Heftyesgate 8, OSLO, 2. (Tel. 56.38.90.) (Telex 2025-1575 a/b Prodoslo.)

BERGEN – Miss F. M. Young, Consul, British Consulate, Slottsgaten 1. (Tel. 10990.)

PAKISTAN – Mr. R. W. B. Carter, C.M.G., Counsellor (Commercial), British High Commission, 1st Floor, Finlay House, McLeod Road, KARACHI. (Tel. 222641/4.)

LAHORE – Mr. D. R. Collard, First Secretary (Economic), Office of the British Deputy High Commissioner, P.O. Box 416, First Floor, Gardee Trust Building, Napier Road, Lahore, West Pakistan. (Tel. 62266.)

DACCA – Mr. T. W. Robinson, First Secretary (Commercial), Office of the British Deputy High Commissioner in East Pakistan, D.I.T. Building, Dilkusha, P.O. Box 90, Dacca 2, East Pakistan. (Tel. 44216/8, 43251/3.)

CHITTAGONG – Mr. J. H. Chaplin, First Secretary (Economic), Office of the British Deputy High Commissioner in East Pakistan, P.O. Box 19, Chamber of Commerce Building, Quaid-e-Azam Road, Chittagong, East Pakistan. ('Britradcom, Chittagong.') (Tel. 5971/2.)

PANAMA – Mr. D. G. Allen, First Secretary and Consul, British Embassy, Via Espana 120, PANAMA CITY. (Postal address: Box B, Balbao Post Office, Canal Zone, Panama.) (Tel. 3-0453.) (Telex 201-3481020 a/b Propana.)

PARAGUAY – Mr. S. Stephenson, First Secretary (Commercial) and Consul, British Embassy, 25 de Mayo 171, ASCUNCION. (Postal address: Casilla de Correo 404, Asuncion.) (Tel. 49146.) (Telex 201-039 a/b Prodrome ASN.)

PERU – Mr. H. D. G. Collings, First Secretary (Commercial), British Embassy, P.O. Box 854, Edificio Washington – 12th Floor, Plaza Washington, (sexta cuadra), Avenue Arequipa, LIMA. (Tel. 83830.) (Telex 201-WLA 5230 a/b Prodrome, Lima.)

PHILIPPINES – Mr. E. C. Kitson, O.B.E., First Secretary (Commercial), British Embassy, P.O. Box 295, 1414 Roxas Boulevard, 8th Floor, MANILA. (Tel. 5-24-61.) (Telex 201-MN 3282 a/b Prodrome MN 3282.)

POLAND – Mr. R. M. John, Counsellor (Commercial), British Embassy, Aleje Röz 1, WARSAW. (Tel. 281001-5.) (Telex 29-81-694 a/b Prodrome WA.)

PORTUGAL – Mr. M. Gale, C.B.E., Counsellor (Commercial), British Embassy, Rua de S. Domingos a Lapa 37, LISBON 3. (Tel. 661191/5.)

OPORTO – Mr. B. C. MacDermot, C.B.E., M.V.O., Consul-General, British Consulate-General, Palacio Atlantico, 7th Floor, Praca D. Joao I, 28. (Tel. 22442/3.)

QATAR – Mr. A. J. Ward, Consular and Commercial Officer, H.M. Political Agency, P.O. Box 3, DOHA. ('Political, Qatar.') (Tel. 22637.) (Telex 201-315 a/b. Political Doha.)

RUMANIA – Mr. A. Rendall, First Secretary (Commercial), British Embassy, 24, Strada Jules Michelet, BUCHAREST. (Tel. 11:16: 35/6.) (Telex 29-011-295 a/b Prodrome BUC.)

SAUDI ARABIA – Mr. R. McGregor, First Secretary (Commercial), British Embassy, P.O. Box 393, JEDDA. (Tel. 2544 and 3409.)

SENEGAL – Mr. J. H. Bailey, Second Secretary (Commercial) and Consul, British Embassy, 20 Rue du Docteur Guillet, B.P. 6025, DAKAR. (Tel. 22383.) (Telex 201-548 a/b Prodrome, DKR.)

SIERRA LEONE – Mr. G. Rutherford, Second Secretary (Commercial), Office of the British High Commissioner, B.W.A. Building, Oxford Street, FREETOWN. (Postal address: Private Mail Bag C/o, G.P.O., Freetown.) (Tel. 3961-6.)

SINGAPORE – Mr. L. F. Hope, First Secretary (Head of Commercial Section), British High Commission, P.O. Box 620, 5th Floor, Maritime Building, Collyer Quay, SINGAPORE, 1. (Tel. 95016.)

SOUTH AFRICA, REPUBLIC OF – Mr. D. A. Bryan, C.M.G., O.B.E., H.M. Minister (Economic); Mr. F. S. Fielding, O.B.E., First Secretary (Commercial), British Embassy, 6 Hill Street, PRETORIA. (Tel. 74-3121.) (Telex 201-PX1 a/b PI-44-641 PA.)

CAPE TOWN – Mr. H. Niblock, Consul (Commercial), British Consulate-General, 11th Floor, African Life Centre, 2 St. Georges Street, P.O. Box 500, Cape Town. (Tel. 3-7266/9.) (Telex 201-CX 5-7301 a/b 5-7301 CT.)

JOHANNESBURG – Mr. J. T. Hyslop, Consul (Commercial), British Consulate-General, 8th Floor, B.P. Centre, corner Harrison, Kerk and Loveday Streets, P.O. Box 10101, Johannesburg. ('Britconsul, Johannesburg.') (Tel. 834-6411.) (Telex 201-43-7115 JH a/b 43-7115 JH.)

DURBAN – Mr. M. J. A. P. Sullivan, Consul (Commercial), British Consulate-General, 7th Floor, Barclays Bank Building, Field Street, Durban. (Tel. 313131 (five lines.)) (Telex 201-6-7428 a/b 6-7428 DN.)

PORT ELIZABETH – Mr. D. S. Cross, Consul, British Consulate, The Standard Bank Building, 7th Floor, 32/36 Main Street, P.O. Box 917, Port Elizabeth. (Tel. 2-9549/50.)

SPAIN – Mr. M. H. M. Reid, Counsellor (Commercial), British Embassy, Fernando el Santo 16, MADRID, 4. (Tel. 219.02.00 (9 lines.)) (Telex 29-7656 a/b 7656 Ingla E.)

BARCELONA – Mr. B. H. Clibborn, C.M.G., Consul-General, British Consulate-General, Calle Junqueras 18, Apartado de Correos 1401, Barcelona, 3. (Tel. 2220791.)

BILBAO – Mr. S. H. Anstey, Consul, British Consulate, 30 Gran Via. (Tel. 214780 and 214789.)

SEVILLE – Mr. J. Y. MacKenzie, Consul-General, British Consulate-General, Calle Frederico Rubio No. 12. (Tel. 228873/4/5.)

VALENCIA – Mr. G. W. Woodrow, Consul, British Consulate, Calle Coronista Carreres 1, 4a, Valencia 3. (Tel. 21-12-75.)

VIGO – Mr. A. S. Lindsay, M.B.E., Consul, British Consulate, Plaza de Compostela No. 23-6°, 6th Floor, P.O. Box 49. (Tel. 211450.)

PALMA DE MALLORCA – Mr. T. G. Ravensdale, C.M.G., Consul, British Consulate, Calle General Mola, 6, 3° (28), Palma de Mallorca. (Tel. 1.20.85.

LAS PALMAS – Mr. A. J. Ronalds, C.B.E., Consul, British Consulate, Muelle de Sta. Catalina, Puerto de la Luz, Apartado 2020, Las Palmas, Gran Canaria, Canary Islands. (Tel. Las Palmas 264372.)

SANTA CRUZ – Mr. E. L. Fox, O.B.E., Consul, British Consulate, La Marina 7, Apartado 109, Santa Cruz, Teneriffe, Canary Islands. (Tel. 242000.)

SUDAN – Mr. G. F. N. Reddaway, C.B.E., Counsellor (Commercial), British Embassy, P.O. Box 801, New Aboulela Building, Barlamaa Avenue, KHARTOUM. (Tel. 70760, 70766-9.)

SWEDEN – Mr. K. E. Mackenzie, Counsellor (Commercial), British Embassy, Strandvagen 82, STOCKHOLM. (Tel. 67.01.40.) (Telex 2024-1340 a/b Prodrome STH.)

GOTHENBURG – Mr. P. D. Stobart, M.B.E., Consul-General, British Consulate-General, Ostra Larmgatan 16, Gothenburg, C. (Tel. 13.62.77.)

MALMO – Mr. R. F. G. Taylor, M.B.E., Consul, British Consulate, Lilla Nygatan 11, Malmö C. (Tel. 126625.)

SWITZERLAND – Mr. H. B. C. Keeble, C.M.G., Counsellor (Commercial), British Embassy, Thunstrasse 50, 3005 BERNE. (Tel. (031) 44.50.21/8.) (Telex 2052-32687 a/b Prodrome Bern.)

BASLE – Mr. A. M. Fluhmann, O.B.E., Consul, British Consulate. P.O. Box No. 851, Rittergasse 35, 4001 Basle. (Tel. (061)23.58.43.)

GENEVA – Mr. R. L. Balfour, M.V.O., Consul, British Consulate-General, Quai Wilson 41, 1201 Geneva. (Tel. (022) 31.94.70.) (Telex 2052-22956 a/b Prodrome GVE-A.)

ZURICH – Mr. J. M. Walsh, C.M.G., O.B.E., Consul-General, British Consulate-General, Dufourstrasse 56, 8008 Zurich. (Tel. (051) 34.40.42.) (Telex 2052-54260 a/b Britain, Zurich.)

SYRIAN ARAB REPUBLIC – Mr. I. S. Winchester, First Secretary (Commercial), British Embassy, Qotob Building, 3rd-4th Floor, Walid Ibn Abdul-Malek Street, Malki Street, DAMASCUS. (Postal address: P.O. Box 37, Damascus, Syrian Arab Republic.) (Tel. 32561/3.)

ALEPPO – Mr. F. W. J. Cooper, Consul, British Consulate, P.O. Box 7, Aleppo. (Tel. 11218.)

THAILAND – Mr. W. J. Watts, First Secretary (Commercial), British Embassy, Ploenchit Road, BANGKOK. (Tel. 57091-3.)

TOGO – Mr. E. M. Smith, B.E.M., First Secretary and Head of Chancery, British Embassy, Boulevard Circulaire, Boite Postale 892, LOME, Republic of Togo. (Tel. 2085.) (Telex 201-210 a/b Prodrome, Lomé.)

TRINIDAD AND TOBAGO – Mr. H. B. McKenzie Johnston, Counsellor (Commercial), British High Commission, Furness House, 90 Independence Square, P.O. Box 225, PORT OF SPAIN, Trinidad. (Tel. 52861/6.) Telex 29-POS 52342 a/b POS 52342.)

TRUCIAL STATES

DUBAI – Mr. R. E. Palmer, Commercial Officer, H.M. Policital Agency, Ground Floor, Shaikh Ali Building, Deira, Dubai. ('Policital, Dubai.') (Tel. 4225.) (Telex 201-226 a/b Political Dubai.)

ABU DHABI – Mr. G. S. Burton, Commercial Officer, H.M. Political Agency, P.O. Box 248, Abu Dhabi.

TUNISIA – Mr. B. Sparrow, Second Secretary (Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

TURKEY – Mr. J. O. McCormick, C.M.G., M.C., Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi, 46a, Cankaya, ANKARA. (Tel. 12.10.90-5.)

ISTANBUL – Mr. W. J. Cheeseman, Consul (Commercial), British Consulate-General, Tepebasi, Beyoglu. (Tel. 44.75.40 and 44.75.45-9.) (Telex 201-298 a/b Britain IST.)

IZMIR – Mr. P. P. Galdies, Commercial Officer, British Consulate-General, Atatürk Caddesi 336, P.K. 300, Izmir. (Tel. 33508.)

UGANDA – Mr. J. R. Leeland, First Secretary (Commercial), British High Commision, P.O. Box 2894, 10-12 Obote Avenue, KAMPALA. (Tel. 57054/59.) (Telex 201-4106 a/b Ukrep, Kampala.)

UNITED ARAB REPUBLIC (Egypt) – Mr. R. A. Daniell, C.B.E., The Canadian Embassy, British Interests Section, Kasr-el-Dubara, Garden City, CAIRO. (Tel. 20850.)

UNITED STATES

WASHINGTON – Mr. E. A. Midgley, C.M.G., M.B.E., H.M. Minister (Commercial); Mr. P. Ridley, Counsellor (Commercial); Mr. F. H. Jackson, O.B.E., First Secretary (Commercial); British Embassy, 3100 Massachusetts Avenue, N.W. Washington, D.C. 20008. (Tel. HO 2-1340.) Area Code 202, (Telex 20660-892370 a/b Prodrome, WSH.)

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Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

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NEW YORK – Mr. R. Arculus, Director of Trade Development and Deputy Consul-General (Commercial), British Consulate-General, 845 Third Avenue, New York, N.Y. 10022. (Postal address: P.O. Box 3434, New York 17, N.Y.) (Tel. PL 2-8400.) Area Code 212. (Telex 2064-420543 a/b Prodrome or 20660-12-6919 a/b Prodrome NYK.)
[New York is the senior commercial post. Export Credits Guarantee Department's representative in N. America, Mr. R. F. L. Martin, is at the same address.]

ATLANTA – Mr. T. C. Sharman, O.B.E., Consul-General, British Consulate-General, 814-815 Atlanta Merchandise Mart, 240 Peachtree Street, N.W. Atlanta, Georgia 30303. (Tel. 524-2691.) Area Code 404.

BOSTON – Mr. G. Kent, Vice-Consul (Commercial), British Consulate-General, Room 2303, John Hancock Building, 200 Berkeley Street, Boston 16, Massachusetts 02116. (Tel. 542-2810.) Area Code 617.

CHICAGO – Mr. P. W. R. C. Haley, M.B.E., Deputy Consul-General (Commercial), British Consulate-General, 200 South Michigan Avenue, Chicago, Illinois 60604. (Tel. 939-5166.) Area Code 312. (Telex 2063-254432 a/b Britain CGO.)

CLEVELAND – Mr. J. E. T. Thorne, Consul (Commercial), British Consulate-General, 1828 Illuminating Building, 55 Public Square, Cleveland, Ohio 44113. (Tel. 621-7674.) Area Code 216.

DALLAS – Mr. O. B. Mackie, Vice-Consul (Commercial), British Government Trade Office, 813 Stemmonds Tower West, 2730 Stemmonds Freeway, Dallas, Texas 75207. ('Britrade, Dallas.') Tel. ME7-3600.) Area Code 214.

DENVER – Miss J. F. Veasey, M.B.E., Vice-Consul, British Consulate, Suite 1920, Western Federal Savings Building, 718 17th Street, Denver 80202. (Tel. 222-2729.) Area Code 303.

DETROIT – Mr. F. W. Busby, Consul-(Commercial), British Consulate-General, 1008 Detroit Bank and Trust Building, 211 Fort Street West, Detroit, Michigan 48226. (Tel. 962-4776.) Area Code 313.

HONOLULU – Mr. R. T. Landale, T.D., Consul, British Consulate, 1202 First National Bank Building, 165 South King Street, Honolulu, Hawaii 96813. (Tel. 561-048.)

HOUSTON – Mr. A. L. Kettles, Consul, British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002. (Tel. CA3-2301/2/3/4.) Area Code 713.

LOS ANGELES – Mr. G. L. Scullard, Consul (Commercial), British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, California 90005. (Tel. DU 5-7381.) Area Code 213. (Telex 2065-677421 a/b Britain LSA.)

MIAMI – Mr. F. J. Pelly, M.B.E., Consul, British Consulate, 932 Ingraham Building, 25, S.E. Second Avenue, Miami, Florida, 33131. (Tel. 371-7544/5/6.) Area Code 305.

MINNEAPOLIS – Mr. E. H. Harrison, M.B.E., Vice-Consul (Commercial), British Government Trade Office, 1209, First National Bank Building, Minneapolis, Minnesota, 55402. (Tel. 335-0921.) Area Code 612.

NEW ORLEANS – Mr. J. E. Litchfield, Vice-Consul, British Consulate-General, Suite 1501, 225 Baronne Street, New Orleans, 12, Louisiana 70112. (Tel. 522-3144/5/6.) Area Code 504.

PHILADELPHIA – Mr. P. Manning-Smith, Vice-Consul (Commercial), British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania 19107. (Tel. WA 5-2430.) Area Code 215.

PORTLAND – Mr. N. R. Prickett, M.B.E., Vice-Consul, British Consulate, 715 World Trade Building, 333 S.W. Oak Street, Portland, Oregan 97204. (Tel. 227-5669.) Area Code 503.

SAN JUAN – Mr. B. W.Gordon, Consul, British Consulate, P.O. Box 1307, Banco Popular Centre, 10th Floor (Room 1024), Hato Rey, San Juan 2, Puerto Rico 00902. (Tel. 767-4435.)

ST. LOUIS – Mr. F. M. Taylor, M.B.E., Vice-Consul, (Commercial), British Consulate-General, Shell Building, 1221 Locust Street, St. Louis, Missouri 63103. (Tel. MA 1-4688/9.) Area Code 314.

SAN FRANCISCO – Mr. T. Gatty, Consul (Commercial), British Consulate-General, Hong Kong Bank Building, 160 Sansome Street, San Francisco, California 94104. (Tel. YU 1-3030.) Area Code 415.

SEATTLE – Mr. F. Culver, Vice-Consul (Commercial), British Consulate-General, 1216 Norton Building, 2nd Avenue and Colombia Street, Seattle, Washington 98104. (Tel. MA 4-2990.) Area Code 206.
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BALTIMORE – Mr. H. M. Stewart, Vice-Consul, British Consulate, Terminal Warehouse Building, 211 E. Pleasant Street, Baltimore, Maryland 21202. Tel. SA 7-1082.) Area Code 301.

UNITED STATES, *continued*

NORFOLK – Mr. A. L. Nicholson, Hon. Consul, British Consulate, 932 Wainwright Building, 229 West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934.) Area Code 703.

URUGUAY – Mr. C. W. Wallace, First Secretary (Commercial), British Embassy, Edificio Banco de Londres y America del Sud, Cerrito 420, Piso 7°, MONTEVIDEO. (Tel. 9-2501.) (Telex 201-398139 a/b Prodrome MVD.)

U.S.S.R. – Mr. A. K. Rothnie, C.M.G., Counsellor (Commercial), British Embassy, Moscow. Mr. Rothnie receives all visitors at his offices, Kutuzovsky Prospekt 7/4, MOSCOW G-248. (Tel. 41-10-33 and 41-10-34.) (Telex 29-985 a/b Prodrome Moscow.) All correspondence should be addressed to him at Naberezhnaya Morisa Toreza 14, Moscow 12.

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757) (Telex 25977).** A great deal of overseas commercial information is on record and can be supplied immediately.

VIETNAM – Mr. I. J. Benson, Second Secretary (Commercial), British Embassy, 25 Boulevarde Thong Nhut, P.O. Box No. 1, SAIGON. (Tel. 23341/2.)

VENEZUELA – Mr. K. D. Jamieson, Counsellor (Commercial), British Embassy, 12th Floor, Avenida La Estancia No. 10, Cuidad Comercial Tamanaco, CARACAS. (Postal address: Apartado 1246, Caracas.) (Tel. 33.83.55/59.) (Telex 201-768 a/b 768 Procaracas.)

YUGOSLAVIA – Mr. A. J. Molyneux, Counsellor (Economic/Commercial), British Embassy, Ulica Generala Zdanova 46, BELGRADE. (Tel. 23536.) (Telex. 29-11468 a/b 11468 YU Probel.)

ZAGREB – Mr. A. R. K. Mackenzie, Consul-General, British Consulate-General, Ulica Ilica 12. (Tel. 37.627.) (Postal address: Britanski Generalri Konzulat, Zagreb, C.2)

ZAMBIA – Mr. P. G. P. D. Fullerton, First Secretary (Commercial), British High Commission, Waddington Road, P.O. Box RW50, LUSAKA. (Tel 72097.) (Telex 201-4115 a/b Ukrep LS 4115.)

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BERMUDA: Mr. Robt. C. Law, c/o Visitors' Advice Bureau, Hamilton. (Tel. 1-2038.)

BRITISH HONDURAS: The Principal Secretary, Ministry of Natural Resources and Trade, Paslow Building, P.O. Box 464, Belize City.

BRUNEI: The Controller of Customs, Brunei.

FALKLAND ISLANDS: The Colonial Secretary, Stanley.

FIJI: Commerce and Industries Officer, The Secretariat, Victoria Parade, G.P.O. 2018, Suva.

GIBRALTAR: Mr. E. H. Davis, O.B.E., The Financial Secretary, Government Secretariat, Gibraltar. (Tel. A.4580.)

GILBERT AND ELLICE ISLANDS COLONY: The Accountant-General, Tarawa, Gilbert Islands.

HAITI: Hon. British Consul and Trade Correspondent, The Shell Co. (West Indies) Ltd., P.O. Box 1302, PORT-AU-PRINCE. (Tel. 3472.)

MAURITIUS: Mr. H. J. Sabben, The Comptroller of Customs, H.M. Customs, Port Louis, Mauritius.

NEWFOUNDLAND: Mr. A. G. Ayres, Newfoundland Board of Trade, P.O. Box 5127. St. John's, Newfoundland.

NEW HEBRIDES: Mr. C. H. Allen, OBE, Resident Commissioner, Vila.

SAMOA: Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, Apia, Western Samoa.

SEYCHELLES: Registrar of Co-operative Societies, Victoria, Mahé, Seychelles.

ST. HELENA: The Collector of Customs, St. Helena.

SOLOMON ISLANDS, BRITISH PROTECTORATE: Collector of Customs, Box G.20, Honiara, Guadalcanal, Western Pacific.

TASMANIA: Mr. W. T. Loney, National Mutual Buildings, 119 Macquarrie Street, Hobart. (Postal address: GPO Box 1068L. GPO, Hobart.) (Tel. Hobart 2-2776/7.)

TONGA: British Commissioner and Consul, H.B.M.'s Agency and Consulate, Nukualofa.

TURKEY (South-East only): Mr. A. N. Gulalp (British Commercial Correspondent), Tuzcuoglu, Ziya Pasa Bulvari 135, ADANA. (Tel. 1072.)

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for businessmen going abroad

To business travellers abroad economy of time is a vital factor. In important centres in all overseas countries there are British Commercial Diplomatic Officers who are ready to assist and save valuable time by advising on local market conditions for all kinds of products in which visitors are interested, by providing information about customs duties and import regulations, by helping to find suitable agents or representatives and in various other ways.

All businessmen going abroad are urged to make use of these facilities. If they will first consult the Export Services Branch, any Regional Office of the Board of Trade, or the Ministry of Commerce, Northern Ireland, arrangements can be made for the appropriate officers in the countries they intend to visit to be furnished in advance with details of their requirements.

Get in touch with

Export Services Branch, Board of Trade

HILLGATE HOUSE, 35 OLD BAILEY, LONDON E.C.4. TELEPHONE: CITY 5757

Guide to countries in which towns are situated

Place	Country
Abidjan	Ivory Coast
Abu Dhabi	Trucial States
Accra	Ghana
Adana	Turkey
Addis Ababa	Ethiopia
Adelaide	Australia
Alberta	Canada
Aleppo	Syrian Arab Republic
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baghdad	Iraq
Baltimore	United States
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Basra	Iraq
Bathurst	Gambia
Beirut	Lebanon
Belgrade	Yugoslavia
Belize	British Honduras
Benghazi	Libya
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Bridgetown	Barbados
Brisbane	Australia
Brussels	Belgium
Bucharest	Rumania
Budapest	Hungary
Buea	Cameroon
Buenos Aires	Argentina
Cairo	United Arab Republic (Egypt)
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Chittagong	Pakistan
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Copenhagen	Denmark
Dacca	Pakistan
Dakar	Senegal
Damascus	Syrian Arab Republic
Delhi	India
Denver	United States
Detroit	United States
Djakarta	Indonesia
Doha	Qatar
Dubai	Trucial States
Dublin	Irish Republic
Durban	South Africa
Dusseldorf	Germany
Edmonton	Canada
Enugu	Nigeria
Florence	Italy
Floriana	Malta
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Gaberones	Botswana
Geneva	Switzerland
Genoa	Italy
Georgetown	Guyana
Gothenburg	Sweden
Guatemala City	Guatemala
Guayaquil	Ecuador
Hague, The	Netherlands
Halifax	Canada (Atlantic Provinces)
Hamburg	Germany
Hamilton	Bermuda
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania (Australia)
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Istanbul	Turkey
Izmir	Turkey
Jedda	Saudi Arabia
Jesselton	Malaysia
Johannesburg	South Africa
Kabul	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Kingston	Jamaica
Kinshasa	Democratic Republic of Congo
Kuala Lumpur	Malaysia
Kuching	Malaysia
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenco Marques	Mozambique (Portuguese East Africa)
Luanda	Angola (Portuguese West Africa)
Lubumbashi	Democratic Republic of Congo
Lusaka	Zambia
Lyons	France
Madras	India
Madrid	Spain
Mahé	Seychelles
Malmö	Sweden
Managua	Nicaragua
Manama	Bahrain
Manila	Philippines
Marseilles	France
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Melbourne	Australia
Mexico City	Mexico
Miami	United States
Milan	Italy
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	U.S.S.R.
Munich	Germany
Muscat	Muscat & Oman
Naples	Italy
Nairobi	Kenya
Nassau	Bahamas
New Delhi	India
New Orleans	United States
New York	United States
Nicosia	Cyprus
Norfolk	United States
Nukualofa	Tonga (Pacific Islands)
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Panama City	Panama
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Perth	Australia
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Port-au-Prince	Haiti
Port Elizabeth	South Africa
Port Louis	Mauritius
Port of Spain	Trinidad
Portland	United States
Prague	Czechoslovakia
Pretoria	South Africa
Quebec City	Canada
Quito	Ecuador
Rabat	Morocco
Rangoon	Burma
Regina	Canada
Reykjavik	Iceland
Rio de Janeiro	Brazil
Rome	Italy
Rotterdam	Netherlands
Saigon	Vietnam
St. John's	Newfoundland (Canada)
St. Louis	United States
Salonika	Greece
San Francisco	United States
San José	Costa Rica
San Juan	(Puerto Rico) U.S.A.
San Salvador	El Salvador
Santa Cruz (Teneriffe)	Spain (Canary Islands)
Santiago	Chile
Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Sofia	Bulgaria
Stanley	Falkland Islands
Stockholm	Sweden
Strasbourg	France
Stuttgart	Germany
Suva	Fiji Islands
Sydney	Australia
Tamsui	Formosa
Tananarive	Malagasy Republic
Tangier	Morocco
Tarawa	Gilbert and Ellice Islands
Tegucigalpa	Honduras
Tehran	Iran
Tel Aviv	Israel
Teneriffe	Canary Islands (Spain)
The Hague	Netherlands
Thorshavn	Faroe Islands (Denmark)
Tokyo	Japan
Toronto	Canada
Tripoli	Libya
Tunis	Tunisia
Turin	Italy
Ulan Bator	Mongolia

Place	Country	Place	Country	Place	Country
Valencia	Spain	Warsaw	Poland	Yaoundè	Federal Republic of Cameroon
Vancouver	Canada	Washington	United States		
Venice	Italy	Wellington	New Zealand		
Vienna	Austria	Windhoek	South West Africa	Zagreb	Yugoslavia
Vientiane	Laos	Winnipeg	Canada	Zurich	Switzerland
Vigo	Spain				

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575, TELEX 53178, Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9).

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232).
(Code: OLE 2. 38232. TELEX. 55472, Answer Back – ECONPLAN LDS).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
R. J. Forbes, CBE, Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX. 66104, Answer Back – BOT MCHR).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021. 643 8221. TELEX. 33702, Answer Back – BOT BHAM).

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
F. Lacey, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. TELEX. 25991, Answer Back – BOTCROMWELL LDN).

London and South Eastern Region
Greater London Council administrative area; Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
J. W. Stoodley, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. TELEX 25991, Answer Back – BOTCROMWELL LDN).

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: OBR 2. TELEX. 44214, Answer Back – BOT BRISTOL).

Wales
The whole of Wales and Monmouthshire.
I. Gray, Government Buildings, Gabalfa, Cardiff.
(Tel. Cardiff 62151. Code: OCA 2. 62151. TELEX. 49267, Answer Back – BOT CARDIFF).
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. Colwyn Bay 44261).

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C.3
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX. 77583, Answer Back – BOT GLASGOW).
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: OIN 3. 30867).

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. TELEX. 74578, Answer Back – GOVNI BELFAST).

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